

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 79

JULY 14, 1928

Number 2

tolerance Day

If It's
Rohe "Regal"

The Quality Is Unexcelled

Sausage
H a m s
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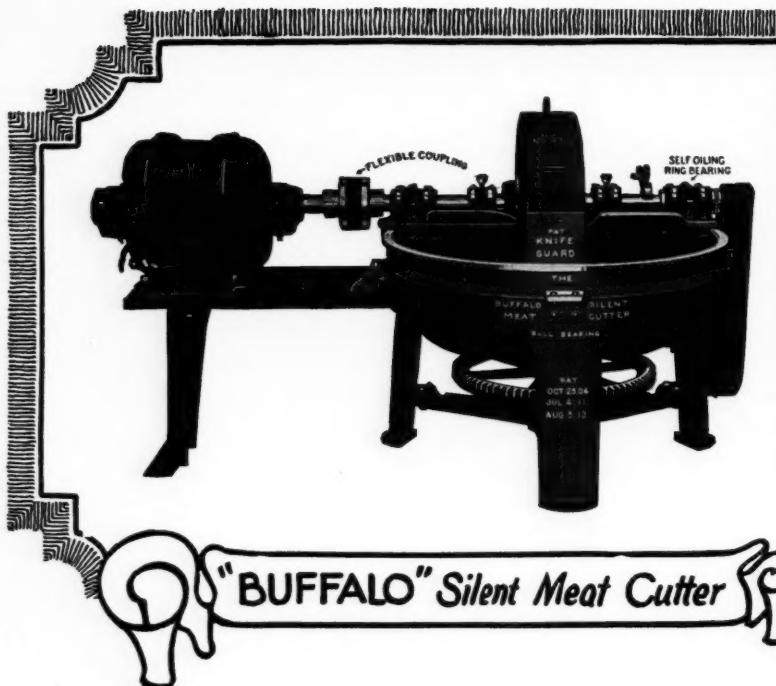
ROHE & BROTHER

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"BUFFALO" Silent Meat Cutter

UNIVERSALLY recognized as the World's Greatest Meat Cutter, for producing quality sausage.

Embodyes the only correct cutting principle: Knives revolving at a high rate of speed pass within a fraction of an inch of the bowl, then through a slot in the comb.

This gives a sheer, clean cut, opening all the meat cells, thereby increasing the yield and producing finest quality sausage meat, free from cords and lumps.

The "BUFFALO" Silent Cutter is used by the world's most prominent packers and sausage makers.

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Buffalo, N. Y., U. S. A.

"BUFFALO"

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SCHONLAND CASING PULLER

"BUFFALO" Meat Grinder



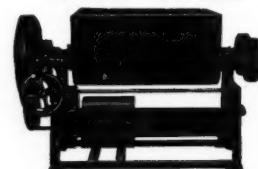
No more grinder troubles when you install a "BUFFALO"

"BUFFALO" Air Stuffer



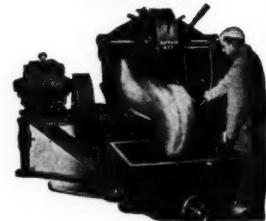
Most sanitary stuffer on the market.

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Mixes meat most thoroughly in least time.

"BUFFALO" Self-Emptying Silent Cutter



Cuts and empties a bowl of meat in 4 minutes.

SCHONLAND Patented Casing Puller



Saves 50% to 65% in time and labor at the stuffing bench.

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Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 79. No. 2

JULY 14, 1928

Chicago and New York

How Can the Packer Sell at a Profit?

By Agreeing with His Competitors
on a Sound and Legal Selling Code
and Making His Men Live Up to It

One of the most alarming tendencies in the meat packing industry is the disposition to ignore costs, and to base selling prices on the transactions of others.

Undoubtedly sales of any size in carlots, or to any considerable portion of the trade in a given locality, will do much to make the price of a product. But salesmen should be so trained that they know how to use their price lists without too much regard for local conditions.

This can be done only if packer representatives are real salesmen. *It is too big a job for order takers.*

The salesman knows his product and the service his house is prepared to render.

This service should not be out of reason with good practice. But it should be up-to-the-minute, efficient, reliable. Then the salesman knows what his house has to offer is of the best, and he is in a position to ask and get a fair price.

Salesmen Should Know Costs.

If salesmen are kept posted on costs, and are urged to keep cost uppermost in their minds—rather than what the other fellow is selling for—there will be less trouble in getting the price out of product.

Probably no one thing would help the packing industry more than an agreement among packers as to basic principles on which their selling would be done.

This would have little to do with prices or price fixing. It would not be illegal. If two or more packers' costs happen to be the same, the chances are their selling prices would be nearly the same.

Given such an agreement to work on, the packer who believes most in his product, who has the best-trained salesmen and the best service, will be the packer who can command the best price.

Such packers will not have to resort to "sacrifice sales." Their operating and selling plans will

be such that they are not faced with serious accumulations. Their agreement with other packers will not permit them to "dump," even were they inclined to do so.

What Needs to Be Done.

Before packers can make any such agreement in a detailed way, they stand in need of information.

They should know something about their selling territories, and the quantity of product those territories will absorb.

They should know how many packers are already in each territory, and whether it is worth entering. Or if they are already in, whether they should stay there.

If too many packers are in a territory, who shall decide who goes out?

That should not be hard for any one to decide. The answer would be found in the sales return. The packer whose volume is so small that he can not realize on his sales is the one to withdraw.

One of the first questions to be answered regarding any territory is, "Can meat be sold here without cut-throat competition?"

Where Does It Pay to Sell?

A birdseye view of a territory to answer such a question as this should determine whether or not it would pay to enter new territory.

If an inferior product is being sold in a given section, and the

No Risk in This!

Buying right lays the foundation for good practices in the sale of packinghouse products.

If the packer can cut his costs out of his livestock, he is reasonably fortunate. He may even be in position to stand a small cutting loss.

This cutting loss can not get away from him, or his business is soon removed from a merchandising basis and put in the speculative class.

Operating and sales departments should not be saddled with too much of a burden from the buying end. Livestock must be bought right, not only from the standpoint of price, but with yield and quality in mind as well.

The packer who buys right, makes right and sells right will take no chances in agreeing to abide by even a rigid business code.

buying power of that section will absorb something better, then certainly a packer should be warranted in entering the section with what he believes to be better goods, and the kind for which a higher price is asked.

A knowledge of what it costs to make a sale, and of the customers who are profitable and those who are not, is of advantage in studying any selling territory.

Packers are selling thousands of customers who are unprofitable to them. A check of their order sheets over representative periods in each year, based on individual buyers, would give them some illuminating information.

Wrong Thinking Sales Force.

The sales department of a packing business is often so self-contained that there is little thought of costs.

A salesman may think he has done a wonderful day's business when he moves a large volume of product. Yes, he had to cut the price a little to do it, but the product moved.

How much further back of this does he think?

Do salesmen who follow this practice think back of their sales, and realize that perhaps the price was already at the lowest figure possible for the packer to make even a narrow margin?

But in order to make a volume showing for himself and his department, he cuts the price!

His sales manager is rightly proud of his volume, and to "salve his conscience" on the price he figures that it must be made up another time.

The margin in the packing industry is so narrow that there should never be "another time." *Every sale should cover cost at least and make a profit if possible, or there should be no sale.*

Undoubtedly there are times when the regulation of buying and manufacturing operations, as a result of close coordination with the sales end, would result in better disposition of product and less temptation to make sacrifice sales.

Should Agree on Principles.

If packers agreed to a set of principles on which they would operate and sell—and then really made an honest effort to live up to their agreement—they would necessarily find many ways to

avoid the accumulations they so often have, and that too often lead to all kinds of bad practices in selling.

Another stumbling block to profitable and ethical selling in the packing business is found in the difference in price made to different customers.

Why Price Favoritism?

In the minds of observers, this question naturally arises: Why should salesmen be permitted to discriminate in price between customers?

Why should a large buyer be given any special price discrimination over a smaller one?

What is the dividing line beyond which a change in price can be made due to the size of the order?

Is there sufficient difference in the cost of filling orders to warrant any material difference in price?

To be sure, when the packer infringes on the retailer's field and sells 50 lbs. of ham to a customer, it would naturally be expected that he would charge more than if he sold 500 lbs. to the retailer.

Or if he sold 1,000 or 1,500 pieces of meat to a customer, it might cost a little more than if he sold a straight car-load.

This would all depend on the service necessary in making the sale and in filling the order.

What Does It Cost to Sell?

The big thing is to know what it costs to sell a customer and to fill his order.

With this knowledge, the chances are the packer won't permit much difference in price between customers. In fact, some he is now giving a margin to will be put in the class with those to whom an extra charge should be made.

In purchasing livestock the packer gets no price discrimination between a trainload, a car-load or a truck load. Why should he make a difference in price when he sells his product?

The smaller buyer who enters his order regularly and pays promptly is entitled to just as much and probably more consideration than the large buyer who seeks every type of concession—even to taking full credit time, and then deducting the usual percentage for cash!

In spite of the abuse in this practice the packer is usually so pleased to get his money that he passes up the "cash" deduction!

Avoid Over-Competition.

Another thing that could well be covered in a packers' business code would be the avoidance of destructive competition.

Competition may be the life of trade, but when it becomes destructive it is the "grave digger" of trade.

The things pointed out previously in this discussion would help to wipe out this profit-kill factor.

If 50—or even 25—men in the meat packing industry, including packers large and small, local and national, would get together and agree on a business code and live up to that code, there would be many improvements in the industry.

A close observer of the efforts made toward improvement in the industry recently said: "There is too much generalized conversation of what they desire to accomplish, and insufficient concentrated effort on the part of all to obtain this objective."

Cut Out the Conversation!

The results in the industry would seem to indicate there is much ground for this statement.

If it were possible to do away with "general conversation" about what is wrong in the industry, what it is desired to accomplish and how it is to be done, and enough packers with courage get together and agree on a business code, the industry would soon be on a different footing.

Such executives would make their organizations understand that the business code they agreed to was to be carried out.

And when there was violation, which could easily be discovered by a working executive, then no employee would be spared who persisted in that violation.

A Challenge to Packers.

To do this would mean readjustments all the way from the selling end back through the operating to the buying of the raw product.

The question is, are there 50 men in the meat packing industry who are willing to make up a business code and see that it is lived up to throughout their own organizations?

Marking Hogs to Trace and Prevent Disease

Simple Device for Tattooing Hogs Helps Producer Keep Doves Clean and Saves Packer from Unjust Loss

For ten years or more the packing industry has been cooperating with official and private agencies in the eradication of tuberculosis.

Many packers have made direct annual appropriation to the tuberculin testing of cattle. This was done in the hope of eventually wiping out the disease, as it was then believed that the bulk of the infection was of bovine origin.

Beef cattle showed less infection than older animals, as they were generally slaughtered at too early an age. But infection in the clean-ups of the cattle herds and in the hogs marketed resulted in heavy losses through condemnations.

Premiums on Healthy Hogs

As areas were pretty well freed of infection, and to encourage the work of tuberculosis eradication, packers voluntarily agreed to pay a premium of 10c per hundred pounds live weight on all hogs coming from accredited areas.

At first the number of such hogs was not large, and it was usually possible to follow them through the packinghouse. Enough showed tuberculosis to make packers realize they were losing a good deal of money on them. It was then decided that the premium would be paid subject to the hogs dressing out free of tuberculosis.

During 1927 nearly \$750,000 was paid out in premiums, and it is esti-

mated that this figure will approximate \$1,500,000 during 1928.

With the increasingly large number of hogs coming in from accredited counties, it is no longer possible or practical to kill each lot separately, to secure information as to freedom from tuberculosis.

Hogs Must Be Marked.

Therefore, beginning July 1, 1928, it has been required that hogs from accredited counties, and therefore eligible to the 10c premium, must be properly tattooed before shipment. This is so they can be slaughtered in large numbers, and still be readily identified as to origin on the killing floors of the packinghouses.

These hogs from accredited areas are accompanied by a certificate, and this certificate must show the same mark opposite the name of the producer, so that reference to it will indicate the name and address of the owner of the animals.

Under the tattoo system of identification it will be a simple matter for the packer to notify the producer of the hogs as to the results in the killing tests, so that steps may be taken to eliminate tuberculosis on the farm, should localized or general infection of the hogs be found.

Tattooing Is Easy.

This precaution is all the more necessary, now that further research and investigation has indicated that tuberculosis in hogs is not entirely of bovine origin, but that a good deal of it is the result of the infection of poultry

on the farm. This type of tuberculosis is known as avian.

Any farm in an accredited area marketing even a small number of hogs in a year should tattoo them. It is a simple matter and the tattoo marker is quite inexpensive.

Where farmers market their hogs through a shipping station, the station can have a marker and tattoo each farmer's hogs.

On the other hand, if the farmer himself owns his marker, he can tattoo the hogs several weeks before marketing, if more convenient, as the mark is indelible and will not fade out. Where this is done the farmer gets his particular identification mark from his county agent.

A Device for Tattooing.

A simple, inexpensive device for this tattoo marking is now being manufac-



Tattooing equipment, including marker, lamp black and brush for spreading.

tured which has proven very effective. The head is made of aluminum and is of the proper weight and design for most efficient operation. The handle is of hickory wood and regular tool handle style. It offers a firm, smooth, positive grip and will not freeze the hand of the user in cold weather.

The letters and numerals in the marker are made of phonograph needles



How the marker is operated.



Hog is struck just in front of shoulder blade.



How mark shows on carcass.

July 14, 1928.

blunted at the points. The first letter represents the name of the state, the second letter the county in the state, and the third letter the shipping station or shipper in that county.

The fourth digit is a numeral and when marketing through a shipping station the first farmer who brings hogs to the shipping station should be given No. 1, the second No. 2, and so on. A large number of combinations can be had with the letters and numbers.

How It is Applied.

The paste or ink used in making these marks is very easily made up. It consists simply of a common form of carbon known as lamp black mixed with ordinary cylinder or lubricating oil. Both of these materials will be found on almost every farm. They are mixed together in equal volume to form a thick paste, and this is applied to the marker by spreading on a piece of soft wood, paddle shape, and dipping the marker in it.

The tattoo marker is held in one hand, and with the paddle in the other the mixture of lamp black and oil is spread over the digits, after each hog has been slapped on the back of the neck just in front of the shoulder blade, a little to one side of the back bone. A sharp blow is required to penetrate the thick skin, but it is scarcely felt on account of the absence of nerves at the back of the neck.

When Done on the Farm.

The hogs can be tattooed on the farm while they are still on the truck or wagon before unloading, while they are in a small pen or on the scale or while passing through a partly opened gate. Where a large number of hogs are received a chute is sometimes built. This chute should be about 18 inches wide and 30 inches high.

After the hogs have been killed and the hair taken off at the packing house, the letters and numerals show clearly on the skin in the form of black dots. This mark can be traced to the certificate bearing a like mark and in that way the point of origin of the hog can be determined definitely if there is need to follow it further.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended July 6, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....	748	
Canada—Calf carcasses.....	1,258	
Canada—Beef cuts.....	101,187 lbs.	
Canada—Beef livers.....	10,955 lbs.	
Canada—Smoked pork.....	2,336 lbs.	
Canada—Meat products.....	1,975 lbs.	
Ireland—Smoked pork.....	3,249 lbs.	
Italy—Sausage.....	225 lbs.	
Germany—Sausage.....	4,068 lbs.	
New Zealand—Beef.....	220,377 lbs.	

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

PACKER CARS AND DEMURRAGE.

The Interstate Commerce Commission has recently determined that cars owned by a parent company could not be considered as the private cars of the subsidiary company within the rules governing demurrage (Albert Lea Packing Co. v. Chicago, M. & St. P. 140 I. C. C. 157).

The case was this: A packing company sought to have it determined that certain rules respecting demurrage on private cars held on its private tracks were unjust and unreasonable, and that reasonable demurrage rules should be established for the future and reparation awarded as to the past.

The provisions of the tariff, national car demurrage rules and charges are to the effect that private cars on private tracks are not subject to demurrage when the ownership of the car and the track is the same. And a note to the rule goes on to state that a private car is a car having other than railroad ownership, and must have the name of the owner placed on the car, and that a lease of a car was the equivalent of ownership; also that a private track includes a track outside of the railroad's right of way, and of which it did not own the rails, ties or roadbed.

It was shown that the packing company owned the private tracks on which the cars were placed. The packing

company was controlled through stock ownership by another company. The cars in question were owned by the other company's car lines, a concern which was also controlled through stock ownership by the parent company.

The packing company argued that cars which are under the control of the parent company should be free from demurrage as if owned by the subsidiary, since demurrage is imposed as compensation for the use of the car, or as a penalty to induce prompt return to the public use.

The railroad urged that such an arrangement would be impracticable, because it would be difficult to determine what cars were subject to demurrage, and whether there had been a change in management; also that the corporations are distinct entities although the stock ownership may be the same.

The Interstate Commerce Commission held with the railroad. One corporation does not assume the liabilities of another merely because of the identity of the stockholders and the officers. Nor is there a reason why the assets of one should be used for the benefit of another.

At the present time, as the report of the proceedings shows, the packing company was bringing itself within the terms of the demurrage rules by the lease of the cars for a nominal rental, the leasing being, under the demurrage rules, the equivalent of ownership. The leases were trip leases only, and it was argued that it was a cumbersome method, and resulted in demurrage where the employees did not place the name of the lessee on the cars.

TO STUDY GERMAN MARKETS.

A study of the marketing in Germany of meats, dairy products and other agricultural commodities will be undertaken by a joint committee of Germans and Americans representing agriculture, industry and finance. This study was undertaken at the request of Germans representing these branches of industry.

The work of the committee will begin about the middle of July and last for three months. The American members are Dr. G. F. Warren, Cornell University, Ithaca, N. Y.; C. E. Gray, president Golden State Milk Products Co., San Francisco; Dr. N. W. Hepburn, manager, Peoria Creamery Co., Peoria, Ill.; Dr. F. B. Morrison, director New York Agricultural Experiment Station, Geneva, N. Y.; Dean H. W. Mumford, University of Illinois; Dr. Otto Rahn, Dr. H. A. Ross and Dr. F. A. Pearson, all of Cornell University; L. C. Weld, Washington, D. C.; and J. Clyde Marquis, economist of the Bureau of Agricultural Economics, U. S. Department of Agriculture.

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July 14, 1928.

Gets Too Much Fat Pork

Packer's Problem Must Be Met by Leaner Hog Type

The packing industry gets too much fat pork.

The consuming public wants lean meat, and as soon as there is a surplus of fat the packer has a marketing difficulty on his hands. Lard is a vexing problem.

Cattle and sheep producers have changed their types of market animals so the carcasses will provide a size and quality of meat in greatest demand in the trade. The hog producer has paid less attention to the kind of hog he marketed.

There has been more of a desire to consume the corn crop than to give the public the kind of meat it likes best.

Competition of other foods and fats has become so keen that attention must be directed to the kind of hog that will furnish more of the product in demand, and less of that difficult to move.

Representatives of the National Swine Growers' Association and the Institute of American Meat Packers met to discuss the problems of kinds and types of hogs suitable both to producer and consumer, and to formulate a statement of ideal type which may be of assistance to swine growers.

According to the processor it is obviously wasteful to the meat producing industry to raise an animal which does not fully meet the market demand. Lean meat is the trend, but approximately 20 per cent of the weight of American swine goes to produce lard.

In the face of the trend for leaner cuts this creates an animal fat surplus which is difficult to merchandise. This difficulty is greatly increased by the continued development of the vegetable fat and lard substitute industries.

Yet America is a corn producing country, and the bulk of this staple crop must be merchandised in the form of hogs.

The Hog for Lean Meat.

The type most economically furnishing the leaner cuts demanded by the consumer is the so-called intermediate type. This is a thickly-muscled, firmly finished hog, weighing between 190 and 240 pounds alive, with smooth back and belly, a small proportion of shoulder and head, and capable of producing the 28 to 30 inch loins demanded by the retail meat trade.

It should not be construed that this kind of hog is going to be the only one in demand, even though the trend is toward leaner cuts.

There will be a continuance of the demand for heavy butcher hogs, weighing from 240 to 280 pounds, or even heavier. At times when the corn crop is short these heavier hogs will probably bring higher price than the lighter ones. However, it is the belief of the committee that occasions of this sort will be less frequent in the future, and that the periods of time in which heavy weight hogs are at a premium will be shorter and shorter.

The demand for weight and finish in packing sows will also continue, but the proportion of lighter weight butcher hogs suitable for the family and general fresh pork trade will undoubtedly increase in proportion year by year.

Firm Finish and Light Weight.

It is therefore important that the breeder of pure-bred swine consider carefully the type of hog that will produce a firm finish at lighter weights.

This matter of finish at lighter weights needs to be given consideration.

The tendency in all breeds to breed for extreme size has delayed the attainment of maturity. Consequently, when such hogs reach the market weight of 200 to 240 lbs., they are still in a rapidly growing stage, and in an immature condition rather than in a finished condition with a firm fat at these weights.

Especially is this true when they have been developed and grown on green feeds and roughage, without the proper amount of concentrates. It is a well-known fact that young hogs have less finish and less firmness of fat than older hogs.

Beef and Sheep Men Solved It.

Beef cattle and sheep growers have had to face the same problem in their own class of livestock. As a result 80 per cent of the sheep received at the principal markets are lambs. These lambs generally weigh under 90 pounds and the majority of them weigh from 70 to 85 pounds. It is very easy for the lamb producer to attain the greater weights, but the consumer will not buy the heavier cuts.

Beef cattle men are increasing the proportion of baby beef each year as a result of the same economic influences. The hog trade has reached the situation where it must face and solve the same problem.

The type problem is not as complicated for the breeder as many have assumed. The packer can satisfy all his requirements for weights and kinds of hogs from one type when that type has been definitely established. It is the breeder's task to produce an intermediate type of hog that yields the cuts the consumer demands, and to produce the firm finish and meatiness the packer recognizes as essential in the pork and provision trade.

Better Calfskin Takeoff

Cuts, Scores and Faulty Curing Cost Producers Money

Poor take-off and curing of calfskins are not only the source of much loss to the leather industry, but also result in low prices for skins to the packer or retailer.

So troublesome is this situation, not only as a result of faulty practice among packers and retailers, but in the production from country kill, that concerted action has been attempted between the U. S. Department of Agriculture and the Calf Tanners' Association to improve the situation.

Better skins will insure the payment of higher prices to the producer, the packer and the butcher alike.

An example of what may be accomplished is the recent agreement between packers and tanners for better hide take-off, by which packers may get $\frac{1}{4}$ c more for better-trimmed hides.

With this in mind the following statement is made by Edward A. Brand, secretary of the Calf Tanners' Association. It is designed especially for country slaughterers, but is equally applicable to producers in the meat industry.

Increasing Calfskin Values

By Edward A. Brand, Secretary, Calf Tanners' Association.

Frequently, when the pelt is being removed from the slaughtered animal, knife slashes and scores are made on the flesh side, which go through and cause serious damage. The cutting property of the finished leather put into shoe uppers may be rendered valueless.

This loss, estimated by one tanner of certain classes of skins, ranges from 20 to 30 per cent.

Poor pattern and trim constitute another defect that damages the cutting value of calfskins, running as high as 25 per cent. Generally speaking, a skin with ragged shanks, heads and an uneven split in the belly comes in this class.

This, like "rubbing," frequently occurs when an animal is not suspended for the skinning.

Losses Due to Poor Curing.

A severe loss of skin value occurs in the curing process, due especially to what are called "salt stains." The damage is done by use of poor quality or "spent" salt, or in applying the salt before the skin has cooled. This causes

many skins to develop a "milky way" that cannot be obliterated—not even by the dyeing process.

In short, no manufacturer could well put on the market a black or colored shoe with a "milky" surface.

About two hours are required after "take off" for the skin to lose the animal heat. But if application of salt is delayed any longer, there will be a race between the salt and the bacteria.

"Hair slipping" is largely due to exposure of a skin to excessive dampness or heat. But it is also caused by poor quality salt, improper use of salt or delayed use.

Bulletin 1055 of the U. S. Department of Agriculture cites the standard practice in taking off calfskins.

How to Take Off Skins.

"In removing the skin," this bulletin says, "the knife needs to be used but very little, most of the skinning over the body being done by the fist and arms, while kneading the skin to prevent tearing. The knife is necessary in taking the skin off around the head, neck, legs and flanks, near the base of the tail and over the rump."

"In general, the ripping open and other preliminary cuts in skinning calves are the same as those used in skinning cattle.

"The next operation is skinning out the hind legs, after which the skin is ripped open straight from neck to tail and the front legs skinned as in the case of cattle.

"After this suspend the animal with a small spreader or gambrel, and remove the skin by hammering and pulling. Do not use the blade of the knife any more than is absolutely necessary—as, for example, when the meat shows a tendency to pull away from the carcass. In this way any chance of making scores or cuts may be obviated, and a skin of decidedly more value will be obtained."

MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Inspection granted—Swift & Company, 230-232 Michigan St., Duluth, Minn.; *Vicksburg Dressed Beef Co., Inc., Cedars, Miss.

Meat inspection withdrawn—Armour and Company, Chattanooga, Tenn.; *E. Bucher Packing Co., Cairo, Ill.; *Jacob Folger Estate, Toledo, O.; *Barton & Co., Seattle, Wash.

Meat inspection extended—*The W. Davies Co., Inc., Chicago, Ill., to include The Harris Abattoir Co., Ltd., Gunns, Ltd., and the Canadian Packing Co., Ltd.

*Conducts slaughtering.

How do you deodorize vegetable oils? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

Points of Law for the Trade

Legal information on matters affecting your daily business that may save you money.

RIGHTS IN PENSION PLAN.

The Supreme Court of Illinois recently determined the rights of pensioners under a pension plan which had been inaugurated by a meat packing company which subsequently sold out and ceased business (Cowles v. Morris & Co., 161 N. E. 150).

The plan may be briefly outlined as follows: The company was to contribute \$25,000 per year until the fund reached \$500,000. Employees were to contribute 3 per cent of their pay. Employees leaving the service, voluntarily or by dismissal, were to receive back the amount contributed. Employees who had been in the service for 20 consecutive years, and had attained the age of 55 years, were entitled to pensions for life in stated amounts.

Rule 31 of the plan provided: "No pensioner, even after payment shall have been approved and ordered, shall be entitled to have any part of the capital or income of the company set aside to provide for the same. All sums of money shall be paid out of the pension fund."

The company made all its payments as required by the plan, and in fact contributed a large sum in addition thereto. Many employees also contributed, and at the time the company ceased business and discharged its employees there were about 400 persons entitled to pensions.

At the time that the company ceased business the fund equaled about \$1,476,000. The pension fund committee paid back to the employees discharged about \$1,111,000, being the sums which they had contributed. This left about \$365,000 which was only enough to continue payments to the pensioners for about 17 months.

It was contended that the packing company had made an implied contract that it would continue the pension fund until all claims of pensioners were fully paid. In other words, it is urged that there is an implied contract on the part of the packing company to continue in business, and that it had no right to discontinue business and stop contributions to the fund without providing a fund sufficient for the payment of all pensions of the pensioners, to be computed by an actuary's table.

The court did not adopt that contention. Rule 31, the court said, limits the payments of all sums of money from

the pension fund, and provides that no pensioner shall be entitled to have any part of the capital stock or income of the company set aside to provide a fund for the payment of his pension.

It cannot, therefore, be said that there was in this case any contract arising within the principle of legal implication, for it seems clear that the parties, had they thought of it, would not have inserted such a requirement in the contract, since the rule above mentioned provides to the contrary.

The packing company contributed its \$25,000 per year until the fund reached \$500,000, and that was all it was required to do.

TRADE GLEANINGS

Improvements involving an expenditure of about \$20,000 will be made to the mill of the Temple Cotton Oil Co., Ashdown, Ark.

Plans have been approved for the construction of a new meat packing plant in Wichita, Kan., by the Fred Dold & Sons Packing Co.

The Phillips Genuine Sausage Co., Washington, D. C., will spend \$20,000 for a new building. The plant will be located at 3621 Bering Road Northwest.

E. K. Corrigan, exclusive livestock order buyer, with offices in Omaha, Neb., and St. Joseph, Mo., has opened his third office in Kansas City, Mo. It will be in charge of Carl Soeder.

The Standard Rendering Co., Kansas City, Mo., has commenced the handling of wornout and useless horses through its plant, slaughtering from one to three carloads a day. The product is used for inedible purposes.

The Dixie Cotton Oil Mill, Memphis, Tenn., a subsidiary of the National Cotton Seed Oil Products Corporation has acquired the Marianna Cotton Oil Mill at Marianna, Ark. The property will be improved and additional machinery installed.

The Chickasha Cotton Oil Co., Chickasha, Okla., has concluded an agreement for acquisition of the Anadarko Cotton Oil Co., and will subsequently acquire the Magnum Cotton Oil Co. and the Hollis Cotton Oil Co. The transaction will be effected through an exchange of shares.

The Pfirrmann Brothers, packers and wholesale meat dealers, have leased approximately 1,000 acres in Owens Valley near Los Angeles, Calif., on which will be erected the first unit of a meat packing and cold storage plant. A new corporation, to be known as the Owens Valley Packing Co., will be formed to operate the plant.

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Meats on the Public's Menu

One point at which meat consumption
might be increased is in the food
service to the traveling public, and in
hotels, clubs and the higher-class res-
taurants.

Meat is not featured as it might be
on diners, and on the bills of fare of
the better hotels and restaurants.

This is due in part to the fact that
stewards and chefs have not kept pace
with modern trends in their meat ideas.
They are still living in the past, and
following a practice developed at a time
when the 1,800 and 2,000 lb. steer was
thought to be the finest the market had
to offer.

As a result they demand from the
packer the most expensive meat he can
produce. This is particularly true in

the case of beef. And beef costs are
so heavy that they reflect adversely
on all meats purchased.

Consequently, in order to have the
bill of fare balance up and give prom-
ise of a fair return to the chef's em-
ployer, he feels that he must feature
less expensive foods to strike a proper
cost balance.

This situation was commented on
pertinently by J. A. McNaughton of the
Los Angeles Stock Yards Co. recently,
when he noted on a recent business
trip that many failed to offer patrons
the standard meat foods. Instead,
there seemed to be a tendency to fea-
ture various forms of poultry, rabbits,
fish and other products as a substitute
for meat foods.

Many hotel chefs are following the
old-time method of insisting upon
heavy cuts, while almost every other
buyer of meats calls for the light or
medium weight steer. There is a cer-
tain limited demand for ribs and loins
from heavy steers by the hotels, and
they must be sold to them at relatively
high prices, due to the fact that the
packer or jobber has extreme difficulty
in moving the hindquarters and fore-
quarters on account of the waste in-
volved and the comparatively limited
demand.

It should be borne in mind that heavy
cuts can only be obtained from heavy
steers, and that means "aged" steers.
It is the proprietor's desire to cater to
the consumer's needs and wishes, and
there is no reason to force upon him
the old-style heavy cut where a smaller
cut from tender and nutritious meat
will give better satisfaction. The smaller
cuts are available at reasonable
prices, whereas the heavy or "aged"
cut is scarce and can only be obtained
at a premium.

"Every eating place should realize
that the American public is primarily
meat eating," says Mr. McNaughton. We
all like our meat, whether it be pork,
beef or mutton. In the management
of a great railroad system the dining
facilities are more of a convenience to
patrons than a means of making profits.
If patrons let their wants be known,
there is no doubt that they will re-
ceive favorable attention, and this
would aid materially in building up
meat consumption, for the traveling

public consumes great quantities of
food.

The education of the steward and
the chef to modern ways of thinking
about meat quality would bring good
results to the industry, and still give
to their patrons the superior meats they
demand.

Fat Hogs and Lean Purse

Hog prices continue to mount and
packers are taking considerable cutting
losses on the hogs they are slaughter-
ing. This has been true for some time.

Cured product from 7c and 8c hogs
that is selling at present price levels
is bringing a fair return to the packer.
But he should not lose sight of the fact
that, even at the higher price levels,
green product shows a cutting loss.

Often in the past it has been evident
that the packer who bought his green
product and cured it came out better
than the packer who slaughtered to
produce this product. This was due to
the fact that the slaughterer absorbed
his cutting loss from day to day in the
belief that he could make it up—and
failed to do so.

Even though hog runs are more
limited during early months of the
year, and are lighter than at the same
time a year ago, there is no reason why
packers should exhibit such anxiety to
put down product or to supply their
current trade on loins and other green
meats as to force hog prices to ques-
tionable levels.

It should not be forgotten that pork
product prices can move to a point
where consumer buying will be cur-
tailed. This can occur even though
beef is none too plentiful. Despite the
lack of a beef surplus there is enough,
and consumption is readily adjusted to
supply at given costs.

The producer has a right to a good
return on his hogs, provided he mar-
kets good hogs. But the fact that fall
and winter hog runs may drop below
those of a year ago should not be con-
sidered as too bullish a factor.

A lot of weight will be put on those
hogs if the present prospective corn
crop develops. Then packers not only
will have a problem of tonnage, but of
fat tonnage, which experience has
taught them is not easy to move at
high prices.

Practical Points for the Trade

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Dressed Beef Costs

A Corn Belt beef slaughterer wants to know how to find the dressed cost of beef at the plant. He says:

Editor The National Provisioner:

I want to know how to get the correct dressed cost on cattle.

Take, for example, a steer weighing 1,000 lbs. What percentage will it make and what percentage is allowed for shrinkage?

Is the hide deducted from the live cost or dressed cost?

What allowance is made for offal?

What offal is deducted?

If the live animal cost 13 1/4¢, what is the best way to arrive at the dressed selling price?

What allowance should be made for killing and chilling and overhead, and how should it be taken from the dressed cost?

The main purpose of cattle cost accounting is usually considered to be the determination of a correct plant cost on dressed beef. This is arrived at by what is known as the major and by-product method of cost figuring.

Dressed beef is considered the major product. Its cost is determined by taking the total cost of the live animal, adding the expenses of buying, handling, slaughtering and dressing, and deducting the realizable value of all the by-products to be recovered. Allowances may also be made for shrinkage in the cooler, condemnations and sterilization, and other losses.

Credits for By-Products.

The credits for by-products will be based on actual by-products recovered by the company in their normal operations, each being priced at its current market value, less whatever it is expected to cost to process it and put it on the market.

One of the principal by-products is, of course, the hide.

Another important by-product is the edible fat, which is rendered into oleo oil, stearine and tallow.

Small products such as tongues, hearts, livers, etc., are usually saved and sold as such, and there is a still further realization on edible fats and greases, bones and miscellaneous tankage.

Figure Your Own Yields.

Each packing company must, generally speaking, determine its yields of these various products for itself. The normal yields of dressed beef is from 50 to 60 per cent of the live weight, depending on the kind and grade of animal slaughtered.

Cooler shrinkage is variable, running between 2 and 3 per cent of the dressed weight in many plants. The weight of the hide also depends on the kind of animal, and the amount of other

by-products recovered depends on the kind of animal and the manner in which the by-products are saved and processed.

Allowances for the expenses of operations have to be made on the basis of past experience. If the company has segregated its costs properly it should be able to determine a normal expense for the various operations, varying with the extent of the kill at different periods.

In figuring these expenses, general plant overhead should not be overlooked. Selling expenses are also an important factor when the sold cost of the product is to be determined.

An Example of Figuring.

Following is an illustration of the method by which cattle figuring is commonly done. The figures are merely illustrative of the method, and are not given as normal yields or realizations to be expected by any given concern.

Scales and Profits

How much do your scales and scalers cost you every year?

Are your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

Scales and their operators play a big part in your profit or loss for the year!

Reprints have been made of six articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 25¢ in stamps.

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me the reprints on
"Weighing in the Meat Plant."

Name

Street

City State

Enclosed find 25¢ in stamps.

Live cost and expenses:
Live cost, 39 native steers, 44,910 lbs.
@ 9.00 per cwt..... \$4,041.30
Total plant expense, based on dressed
weight, 26,087 lbs. @ 48¢ per cwt.... 125.22

Total live costs and expenses..... \$4,167.12

Deduct credits for by-products:
Hides—
17 heavy steers, 1,399 lbs. @ \$8.00 per
cwt..... 112.78
22 light steers, 1,429 lbs. @ \$7.20 per
cwt..... 102.88

Total, 2,828 lbs. \$215.64

Fats—
Caul and ruffle fats, net weight 1,550
lbs.; for all other edible fats add 48
per cent of the above, 744 lbs.; total
fats to oil, raw weight, 2,294 lbs. at
\$6.65 per cwt..... \$152.56

All other by-products credits—per
schedule based on live weight, 44,910
lbs. @ 40¢ per cwt..... 179.04

Total by-products credits \$547.58

Balance, cost of dressed beef..... \$3,619.29

Chilled dressed weight:
Weight of warm dressed beef at beef
scale 26,701 lbs.

Deduct shrinkage in cooler, 2.3 per
cent 614

Chilled weight of dressed beef..... 26,087

Dressed cost per cwt:
Total cost of dressed beef (\$3,619.29)

divided by chilled, dressed weight (26,
087 lbs.) gives average cost of dressed
beef per cwt. \$13.88

To the plant dressed cost, as found by the above method, must be added whatever amount is necessary to cover selling and delivery expenses, in order to arrive at the sold cost of the product.

The exact credits should be worked out on the basis of costs and expenses in the plant to which this method is to be applied. The above figures are used only to show the method of figuring.

DATA ON CONVEYING.

If the amount of usable information put into a general catalog is any criterion of its worth, then the Link-Belt General Catalog 500, published by Link-Belt Company, of Chicago, Indianapolis and Philadelphia, is a good example of what an informative general catalog should be.

It consists of 1,088 pages, and not only covers in engineering data and list prices the complete chain, sprocket, power transmission, elevating and conveying and engineering divisions of that company's business, but contains considerable data for which the engineer has use.

In developing this book, it was evidently the purpose not only to make its contents of engineering information so ample that engineers might design plants of a standard character, but also to supply price lists so complete as to enable the experienced buyer to determine net prices of his purchases.

The book is admirably arranged to serve these purposes. In addition to being an unusual engineering catalog, it is a text book of the conveying, elevating and chain transmission art.

Paraffine Bologna

A Southern sausagemaker wants to make paraffine bologna. He says:

Editor The National Provisioner:

Some time ago we saw instructions in your magazine for the manufacture of paraffine bologna, but we did not save our file copy. Will you tell us what meat and seasoning to use, also how to paraffine the product?

This inquirer should start a scrap-book, if he does not preserve a file of THE NATIONAL PROVISIONER. This is an easy and valuable way to preserve such important information.

The meat formula for the manufacture of paraffine bologna may be varied to suit conditions. That is, the bulk of the meat may be boneless beef, if this is plentiful at a reasonable price. Or if pork products are cheaper and in large supply, a larger portion of these may be used.

One formula is as follows:

60 lbs. boneless bullmeat
20 lbs. pork cheek meat
20 lbs. pork trimmings, reasonably lean.

The following curing formula is used for each 100 lbs. of fresh meat:

2 lbs. 13 oz. salt
8 oz. sugar
3 oz. nitrate of soda or saltpeter
½ gal. No. 2 ham pickle. (This pickle is 50 deg. strength and must be sweet.)

Inspect all meats and see that they are in good condition when going into cure.

Grind the meats through the one-inch plate of the hashing machine; cure the beef and pork separately. Weigh off the meat in the proper proportions, put in the mixing machine, add the dry cure ingredients only, and mix for about three minutes. Then put in a clean curing tierce.

Do not pack the meat in too tightly. After packing pour the No. 2 ham pickle over the top of the meat in the tierce, and cure in cooler temperatures of 36 to 40 degs. for from 5 to 7 days.

In chopping the meats use a very limited quantity of crushed ice. Paraffine product should not contain too much moisture, as the moisture has a tendency to work through the bag and blister the paraffine. Too much moisture also causes the product to ferment quickly.

It is not necessary to chop the meats for paraffine bologna too fine. Just give them a medium cut.

Stuff tightly in cloth bags and cook at a temperature of 160 degs. F. for about two hours. The cooking time depends entirely upon the size of the bag used.

At the expiration of the cooking time remove from cooking tank promptly and rinse off with warm water to remove sediment and grease that may

accumulate during the cooking process. Then allow the cooked product to hang in natural temperatures until the bag is thoroughly dry.

Use paraffine wax of 118 to 120 melting degree. Bring the temperature of the wax up to 175 degs. F. Then dip the bags momentarily in the hot wax. Allow the product to remain in the hot paraffine while counting three.

In some cases the product is dipped twice in this wax. After it is dipped handle very carefully so as not to break the paraffine coating on the outside of the bag.

Put in a cooler at a temperature of 45 to 50 degs. and allow to remain there until packed for shipment. This product should be sold as strictly fresh as possible.

EMPLOYEES' SUGGESTIONS.

At the door of the Joseph Stern & Sons packing plant employment office in New York is a sign reading: "Notice to all those seeking employment: Unless you are willing to be careful and avoid injury to yourself and fellow workers, do not ask for employment here. We do not want careless employees."

Another sign reads: "Safety Suggestions—and other ideas that will promote the welfare and the efficiency of the plant are invited from all. Due credit will be given for all suggestions approved. Write them down and drop in the box. Boost for safety!"

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

Allied Packers Incorporated, Chicago, Ill. For pork, hams, bacon, boneless butts, beef hams, meat loaf, canned corned beef, canned corned beef hash, sandwich spread, pickled boneless pig's feet, pickled sliced hearts, pickled snouts and pickled lamb's tongues. TRADE MARK: Picture of a bee hive and the words "Honey Brand." Claims use since about May, 1908. Application serial No. 214,573.



Maescher & Co., Cincinnati, O. For bacon. TRADE MARK: Pig-in-Any. Claims use since July 19, 1927. Application serial No. 259,840.

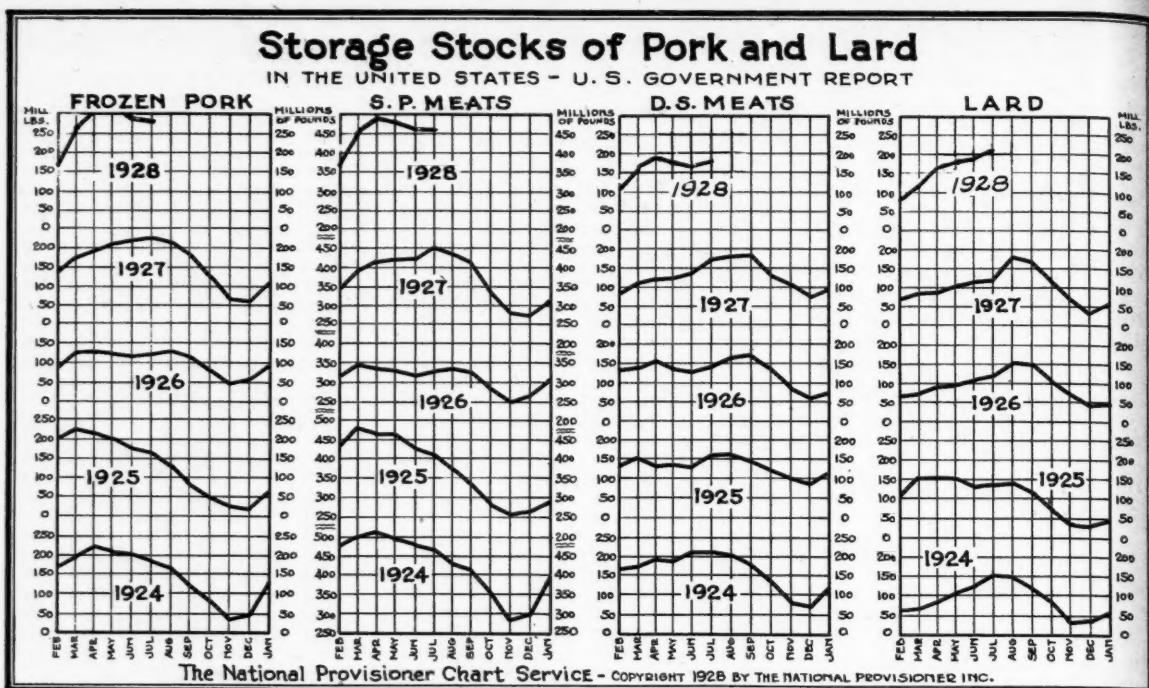
United Kosher Sausage Co., Chicago, Ill. For salami, bologna, frankfurters, pepper meat, corned beef, rolled beef, tongue and rendered fat. TRADE MARK: The word "Kosher" in red Hebrew characters on a white diamond shaped device positioned adjacent the upper portion of a shield, the extreme upper and lower portions of the shield being blue and the intervening space intermediate to these portions being marked with a plurality of series of vertically extending narrow red lines. Claims use since November 11, 1925. Application serial No. 241,590.

The Pavella Brothers Company, Cleveland, O. For ham, bacon and sausages. TRADE MARK: Prize of Cleveland in a panel superimposed at an angle on a circle. Claims use since about September 1, 1926. Application serial No. 245,805.

TRADE MARKS GRANTED.

J. T. McMillan Co., St. Paul, Minn. For boiled hams, skinned hams and bacon. TRADE MARK: McMillan's. Application serial No. 243,789. Claims use since on or about October, 1910.

Do you use this page to get your questions answered?



The National Provisioner Chart Service - COPYRIGHT 1928 BY THE NATIONAL PROVISIONER INC.

This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends of accumulations of stocks of meat and lard in storage on the first of each month for the first half of 1928, compared with those of each of the four previous years.

While stocks of dry salt meats showed a slight gain during the month, the holdings of frozen pork and of pickled meats showed some decline. This decline was not large, amounting to only 4,000,000 lbs. in the case of frozen pork and 6,500,000 lbs. in pickled meats. Dry salt meats gained about 3,000,000 lbs.

The real gain was in lard stocks, which continued to mount to a total of 214,465,000 lbs. These stocks are 63,000,000 lbs. heavier than those on hand last July and 76,000,000 lbs. heavier than the five-year average on July 1. There was a gain of 28,000,000 lbs. during June.

Frozen pork stocks are 103,000,000 lbs. heavier than the July 1 five-year average and are 79,000,000 lbs. heavier than a year ago. The practice of freezing hams and bellies, and thawing and curing as needed, has had a tendency to materially increase frozen pork stocks, but cured meat stocks have hardly shown a relative decline.

Dry salt meats on hand on July 1 at 174,969,000 lbs. were only slightly over 2,000,000 lbs. heavier than the figures for the five-year average, and are slightly lower

than the stocks of this product on hand a year ago.

Sweet pickle meats at 453,342,000 lbs. are 26,000,000 lbs. more than the five-year average but only 3,000,000 lbs. more than the stocks of a year ago.

Certain meats have shown considerable activity during the month and demand is good, but the reduction in stocks has hardly been commensurate with good consumptive outlet plus a decline in hog receipts.

The probabilities are that packers are in good position to realize on their storage stocks, but they should not lose sight of the fact that there is a lot of product on hand. Neither should the need to realize on the whole list be lost sight of in the good movement of a few items.

The recent pig survey was bullish, but there is a big corn crop in prospect, and should this materialize it might be possible to market almost as many pounds of pork in the winter packing season on many fewer legs than it required to produce this year's tonnage owing to the lighter average weight of hogs.

Packers are justified in feeling good over the present situation, but this optimism should not overbalance future possibilities. While hams and some other items may be looking good for present and future, there is a lot of money

locked up in lard. And if there is a good corn crop lard stocks may become a little burdensome.

In general, the situation of the pork packer seems very good.

CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during May, 1928, were as follows, according to the U. S. Bureau of Foreign and Domestic Commerce:

Beef, 131,533 lbs.; value, \$46,869. Pork, 1,171,080 lbs.; value, \$450,500. Sausage, 174,025 lbs.; value, \$53,359. Other canned meats, 287,165 lbs.; value, 89,401.

Shipments of canned meats to non-contiguous territory during this month were as follows: To Alaska—Beef, 67,292 lbs.; value, \$14,647. Sausage, 15,705 lbs.; value, \$3,674. To Hawaii—Beef, 57,675 lbs.; value, \$14,306. Pork, 5,215 lbs.; value, \$1,883. Sausage, 17,191 lbs.; value, \$6,486. Other canned meats, 28,791 lbs.; value, \$7,416. To Porto Rico—Beef, 76,195 lbs.; value, \$6,329. Pork, 460 lbs.; value, \$208. Sausage, 36,386 lbs.; value, \$7,579. Other canned meats, 9,728 lbs.; value, \$1,391.

LIVERPOOL PROVISION STOCKS.

The imports of provisions and lard into Liverpool for the month of June, with comparisons, are reported as follows by the Liverpool Provision Trade Association:

	June, 1928.	May, 1928.	June, 1927.
Bacon, inc. shoulders	4,898,656	5,508,496	5,774,832
Hams	6,723,920	4,842,432	6,154,400
Lard	6,939,520	9,545,600	8,184,900

The approximate weekly consumption ex-Liverpool stocks, with comparisons, was as follows:

	Bacon, lbs.	Hams, lbs.	Lard, lbs.
June, 1928	1,383,200	1,537,312	1,498,500
May, 1928	1,257,648	1,264,704	1,603,840
June, 1927	1,317,456	1,266,944	1,509,700

Provision and Lard Markets

WEEKLY REVIEW

Market Steady—Meats Firmer—Lard Quiet—Hog Run Fair—Exports Moderate.

The developments of the past week have been of a steady tone in the hog and product market. Meats have been displaying a little more activity and interest, and this has been quite an encouraging factor. Some rather large packing interests report a better market in meats and results fairly satisfactory at the prevailing prices. The actual movement of values has been rather narrow, however, with a small tendency upward of meats.

The action of the lard market has not indicated any decided interest. Although the market is steady, actual quotations are fractionally lower. This is possibly the result of a fairly liberal movement of hogs and liberal production of lard, and also possibly a disposition on the part of the packing interests to merchandise lard produced at lower priced hogs.

The average price of hogs the past week was \$10.70 compared with \$8.80 last year. This is undoubtedly the result of the rather more moderate movement than expected, and also a belief that as the season advances the receipts will be on a more moderate scale. The receipts the past week at the leading points were 445,000 against 509,000 the previous week, and the total since February 25 has been 10,659,000 against 10,018,000 last year.

Livestock Prices Above Average.

The fact that the average price of hogs is about the highest of the season is having a good deal of effect on trade sentiment and encouraging confidence in the general position. Prices of other live stock are quite steady. The average price of hogs is $\frac{3}{4}$ c lb. over the average of the corresponding period in the last 5 years, cattle are \$4.40 over, and lambs \$1.55 over. Sheep are slightly under.

This general position of live stock prices creates a favorable market position for the producer, although the average price of feedstuffs continues high and feeding costs generally give no immediate promise of a cheaper basis for feeding for some time to come.

The Government report on the feed grain crop was unexpectedly low. The increase in the corn acreage was less than expected, and the indicated crop of 2,736,000,000 bu. was 254,000,000 bu. under the average of the private estimates. It disagreed so radically with the private estimates that the grain trade was rather indisposed to accept the figures and continued to put a bearish interpretation on the corn situation in face of the Government report.

Exports Under Last Year.

The report on oats of 1,320,000,000 bu. was 74,000,000 bu. less than the average of the private report. The estimate on barley showed a gain of 39,

000,000 bu. over the figures for last year, following a record crop. A factor of a good deal of importance in connection with the question of feed grain prices and feeding costs is the general position of stocks of old grain which are recognized as very small, so that, accepting the Government report of July 1 as correct, the total supply of new and old grain promises less than last year.

The statement on the promise of the hay crop is a very serious factor in the live stock situation, as a decrease of 22,000,000 tons or about one-fifth of the entire crop will mean a very distinct shortage in the supply of hay. If this situation is reflected in the price it will be a material influence in feed prices for the coming year.

The export interest in hog products continues limited. The export of hams the past week was again moderate with the total of all meats placed at 6,464,000 lbs. against 8,564,000 lbs. last year. The exports of lard was 10,518,000 lbs. against 9,400,000 lbs. The total exports of lard for the six months ended June 30 of 389,000,000 lbs. showed an increase of 18,000,000 lbs. over the previous year.

It is rather interesting that exports to Germany decreased 14,000,000 lbs., while those to the Netherlands decreased 2,000,000 lbs. Exports to Cuba decreased 6,000,000 lbs. but exports to the United Kingdom increased 11,000,000 lbs. Exports to other European countries increased 14,000,000 lbs. and countries other than those named increased 10,000,000 lbs. The total exports of hams decreased 1,000,000 lbs. in 6 months, while exports of bacon increased 11,000,000 lbs.

There has been considerable speculation in the trade as to what will be the general position of the market as the year advances. On the basis of the Government pig report, the indications are for decreasing supplies of live hogs. This situation is further complicated by the possibility of a moderate crop of cotton and another year of moderate oil products. On the other hand, present stocks of lard are large, but are largely made from lower priced hogs and stand a profit to the owners and may not be pressed for sale. Relative prices for other live stock do not indicate much of any competition with hogs and the general market for meats. The corn-hog ratio is at present on a more favorable basis than for some time and shows a distinct swing from the disappointing position of the past year.

PORK—Demand was fair and the market steady at New York, with mess quoted at \$30.50; family, \$34.50; fat backs, \$26.00@29.00. At Chicago, the market was firm with mess quoted at \$30.50.

LARD—Trade was fair and the market about steady, with prime western at \$12.40@12.50; middle western, \$12.25@12.35; city, 11 $\frac{1}{2}$ @11 $\frac{1}{4}$ c; refined Continent, 13c; South America, 14c; Brazilian kegs, 15c; compound, car lots, 12 $\frac{1}{4}$ @12 $\frac{1}{2}$ c; smaller lots, 12 $\frac{1}{2}$ @12 $\frac{1}{4}$ c. At

Chicago, regular lard in round lots was quoted 2 $\frac{1}{4}$ c under July; loose lard, 7 $\frac{1}{2}$ c under July; leaf lard, 87 $\frac{1}{2}$ c under July.

BEEF—Demand was fair and the market firmly held at New York, with mess quoted at \$23.00; packer, \$24.00; family, \$25.00@26.00; extra India mess, \$40.00@42.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 36 for later markets.

STOCKS IN COLD STORAGE.

The figures on which the chart on storage stocks on page 26 is based are as follows:

1924.					
	Frozen Lbs. (000 omitted).	S. P. pork.	D. S. pork.	Lard.	
Jan.	126,783	432,726	147,487	49,822	
Feb.	165,822	463,373	168,141	56,161	
Mar.	198,428	500,658	168,145	68,557	
Apr.	227,284	512,190	192,934	85,722	
May	215,767	500,882	191,882	102,317	
June	201,728	483,372	206,000	127,949	
July	186,568	473,914	212,158	152,529	
Aug.	164,461	443,798	202,002	150,243	
Sept.	121,516	408,928	180,127	124,676	
Oct.	77,988	351,485	135,702	83,198	
Nov.	42,857	285,516	81,996	81,706	
Dec.	48,856	300,264	76,900	35,042	

1925.					
	Frozen Lbs. (000 omitted).	S. P. pork.	D. S. pork.	Lard.	
Jan.	128,585	396,414	117,982	60,243	
Feb.	200,293	443,352	138,477	112,607	
Mar.	232,181	484,349	150,679	152,485	
Apr.	218,715	460,028	142,600	150,094	
May	201,246	407,580	145,548	151,496	
June	180,645	428,292	162,292	138,296	
July	168,524	407,610	162,618	145,919	
Aug.	161,355	378,277	164,277	145,924	
Sept.	80,078	238,156	152,555	114,724	
Oct.	64,485	284,592	128,288	71,338	
Nov.	30,174	255,584	106,204	36,640	
Dec.	26,995	260,641	96,995	33,311	

1926.					
	Frozen Lbs. (000 omitted).	S. P. pork.	D. S. pork.	Lard.	
Jan.	57,960	294,642	118,617	42,478	
Feb.	98,311	319,726	138,006	64,187	
Mar.	120,115	345,661	144,071	76,145	
Apr.	129,259	346,049	151,286	93,108	
May	124,569	338,905	140,324	98,365	
June	117,366	320,305	136,801	106,824	
July	120,707	334,805	148,164	120,527	
Aug.	133,104	340,687	168,882	153,572	
Sept.	119,994	330,328	172,766	151,233	
Oct.	77,673	293,108	142,572	105,558	
Nov.	49,876	257,728	98,521	72,355	
Dec.	55,294	267,787	67,000	46,826	

1927.					
	Frozen Lbs. (000 omitted).	S. P. pork.	D. S. pork.	Lard.	
Jan.	97,650	306,904	68,203	49,992	
Feb.	149,868	352,051	86,305	69,495	
Mar.	177,876	392,642	101,156	77,103	
Apr.	193,343	418,724	124,714	92,090	
May	204,608	435,967	129,637	99,611	
June	211,496	432,492	145,002	111,775	
July	220,685	444,778	167,245	146,250	
Aug.	214,428	440,752	185,963	179,029	
Sept.	180,979	407,511	179,121	167,309	
Oct.	126,887	341,460	140,417	118,174	
Nov.	76,788	290,261	100,646	71,609	
Dec.	65,640	277,382	77,145	45,503	

1928.					
	Frozen Lbs. (000 omitted).	S. P. pork.	D. S. pork.	Lard.	
Jan.	165,221	370,442	119,497	83,799	
Feb.	204,707	460,206	159,769	121,354	
Mar.	222,542	496,478	177,887	164,755	
Apr.	223,408	496,322	178,012	164,506	
May	306,098	479,485	173,740	173,063	
June	289,823	459,878	169,683	186,078	
July	285,720	453,342	174,968	214,405	

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for April, 1928, have been compiled by the U. S. Bureau of Agricultural Economics, and announced with comparisons as follows:

CATTLE, CALVES, BEEF, AND VEAL						
	3-year average ¹	April, 1927.	April, 1928.	Total or average, 3-yr. avg. ¹	January-April, 1928.	
Inspected slaughter:						
Cattle	746,250	741,951	623,380	3,011,357	2,990,014	2,665,511
Calves	470,581	453,956	438,257	1,710,606	1,683,905	1,602,510
Carcasses condemned:						
Cattle	7,784	6,244	4,547	31,314	24,802	20,632
Calves	1,136	972	1,173	4,669	4,177	4,619
Average live wt.:						
Cattle, lbs.	965.62	945.42	954.02	968.22	958.43	950.00
Calves, lbs.	150.20	151.24	149.61	162.34	161.72	159.18
Average dressed wt.:						
Cattle, lbs.	531.35	517.89	524.84	524.32	520.31	512.18
Calves, lbs.	89.26	89.74	84.49	95.76	96.16	96.80
Total dr. wt. (carcass, not incl. condemned):						
Beef, lbs.	392,412,421	381,015,298	324,788,312	1,561,964,779	1,542,589,632	1,353,477,422
Veal, lbs.	41,960,029	40,650,784	36,929,227	162,684,463	161,046,552	144,626,805
Storage:						
Beginning of month—						
Fresh beef, lbs.	60,719,000	50,945,000	37,625,000	73,103,000	62,847,000	46,821,000
Cured beef, lbs.	27,367,000	26,214,000	19,631,000	27,406,000	27,480,000	20,580,000
End of month—						
Fresh beef, lbs.	46,452,000	39,712,000	28,253,000	64,190,000	54,687,000	40,142,000
Cured beef, lbs.	26,591,000	23,216,000	17,941,000	27,174,000	26,154,000	19,570,000
Exports:						
Fresh beef and veal, lbs.	246,056	134,514	157,019	1,036,411	720,570	780,337
Cured beef, lbs.	1,611,426	1,593,862	647,471	6,256,274	5,897,926	2,322,799
Canned beef, lbs.	235,888	314,302	288,590	993,580	1,173,033	879,948
Olive oil and stearin, lbs.	8,985,868	8,659,342	6,168,537	34,491,157	33,048,756	22,020,114
Tallow, lbs.	1,031,997	496,362	196,970	3,574,631	2,148,338	731,633
Imports:						
Fresh beef and veal, lbs.	1,862,601	2,323,454	3,004,604	5,066,702	5,824,702	8,929,240
Receipts, cattle and calves:						
Cattle on farms Jan. 1.	1,736,897	1,673,607	1,684,306	6,933,767	6,803,520	6,436,352
Price per 100 pounds:						
Cattle, av. cost for slaughter:	8.20	8.68	10.93	7.63	8.08	10.38
Calves, av. cost for slaughter:	8.39	10.18	11.88	9.88	10.54	11.95
At Chicago—						
Cattle, good steers...	10.54	11.28	13.62	10.74	11.05	14.41
Veal calves...	9.86	10.90	11.90	11.12	11.76	12.90
At eastern markets—						
Beef carcasses, good grade...	16.70	17.52	20.21	15.79	16.64	20.44
Veal carcasses, good grade...	18.28	19.45	20.07	19.75	20.68	20.77
HOGS, PORK, AND PORK PRODUCTS.						
Inspected slaughter...	3,156,976	3,329,557	3,446,338	15,451,770	15,074,998	18,844,881
Carcasses condemned...	11,790	11,707	10,951	54,179	51,155	57,784
Av. live wt., lbs...	235.50	235.18	225.51	229.09	232.40	227.70
Av. dressed wt., lbs...	179.46	181.75	170.31	175.58	179.40	172.96
Total dr. wt. (carcass, not incl. condemned), lbs...	564,795,671	603,019,238	585,080,760	2,687,152,956	2,690,408,003	3,428,504,164
Lard per 100 lbs. live wt., lbs...	16.20	16.23	16.40	16.04	15.55	16.20
Storage:						
Beginning of month—						
Fresh pork, lbs...	180,500,000	183,733,000	323,403,000	150,389,000	154,878,000	214,518,000
Cured pork, lbs...	551,032,000	544,713,000	674,334,000	504,421,000	463,108,000	551,161,000
Lard, lbs...	111,786,000	92,069,000	164,506,000	86,710,000	72,185,000	106,112,000
End of month—						
Fresh pork, lbs...	176,808,000	204,608,000	306,951,000	170,834,000	181,618,000	264,842,000
Cured pork, lbs...	552,592,000	565,604,000	653,721,000	583,900,000	510,733,000	610,149,000
Lard, lbs...	116,492,000	90,611,000	173,089,000	103,032,000	84,590,000	135,671,000
Exports:						
Fresh pork, lbs...	1,326,017	997,948	1,156,122	7,013,388	2,984,196	5,455,538
Cured pork, lbs...	29,701,745	20,066,025	25,290,455	148,314,514	84,100,168	105,083,774
Canned pork, lbs...	549,974	772,406	1,087,693	2,226,883	2,715,959	3,343,134
Sausage, lbs...	929,531	708,568	466,479	3,834,368	3,113,302	2,100,104
Lard, lbs...	60,309,542	60,991,404	58,624,669	255,460,476	237,816,254	207,285,416
Imports: Fresh pork, lbs...	825,462	1,382,960	831,233	3,349,157	7,762,196	1,754,996
Receipts of hogs ¹ , lbs...	3,174,547	3,142,358	3,482,504	15,427,792	14,456,457	18,694,283
Hogs on farms Jan. 1...	54,408,000	58,968,000	58,968,000	58,968,000	58,968,000	58,968,000
Price per 100 pounds:						
Av. cost for slaughter...	11.82	10.61	8.94	11.80	11.39	8.32
At Chicago—						
Live hogs, med. wt...	12.02	10.81	9.32	11.97	11.54	8.52
At eastern markets—						
Fresh pork loins, 10-15 lbs...	24.24	22.24	20.64	22.10	22.01	16.52
Shoulders, skinned...	18.83	17.93	13.54	17.76	18.23	12.83
Picnics, 6-8 lbs...	16.83	16.41	12.43	15.99	16.45	12.02
Butts, Boston style...	22.36	21.35	16.05	21.29	21.85	15.56
Bacon, breakfast...	27.61	25.50	21.33	27.07	26.71	21.81
Hams, smoked...	27.22	25.25	19.50	25.99	26.12	20.00
Lard, hardwood tubs...	15.56	13.78	12.58	15.78	15.81	12.64
SHHEEP, LAMB AND MUTTON.						
Inspected slaughter...	988,701	959,673	917,728	4,044,007	4,106,035	4,132,528
Carcasses condemned...	873	925	761	4,540	4,961	3,798
Av. live wt., lbs...	83.99	82.55	84.27	86.15	85.04	87.51
Av. dressed wt., lbs...	39.97	39.16	39.53	40.52	39.92	41.02
Total dr. wt. (carcass, not incl. condemned), lbs...	39,490,672	37,544,572	36,247,706	163,687,944	163,750,475	160,515,233
Storage, fresh carcasses...	2,773,000	2,940,000	3,252,000	8,041,000	4,004,000	4,021,000
Beginning of month, lbs...	2,084,000	1,982,000	1,828,000	2,786,000	3,331,000	3,376,000
End of month, lbs...	20,469	44,322	20,477	230,946	156,884	235,335
Exports, fr. carcasses, lbs...	70,377	62,699	88,913	416,557	315,887	715,321
Imports, fr. carcasses, lbs...	1,500,875	1,486,513	1,591,496	6,138,576	6,285,052	6,485,963
Receipts of sheep ¹ ...	41,846,000	44,545,000	44,545,000	44,545,000	44,545,000	44,545,000
Sheep on farms Jan. 1...	13.71	14.63	15.63	13.91	13.41	14.37
Av. cost for slaughter...	14.62	15.36	16.78	14.61	13.77	15.47
At Chicago—						
Lamb, 54 lbs. down, medium to prime...	9.06	9.62	10.18	8.96	8.37	8.91
Sheep, med. to choice...	26.41	29.74	29.04	26.67	26.10	26.08
At eastern markets—						
Lamb, good grade...	17.67	18.91	18.65	16.52	16.76	15.98
Mutton, good grade...	1925, 1926 and 1927.	2	Including reexports.	Public stockyards.	2	Including reexports.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended July 7:

HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

	Week ended	Jan. 1, 1928
July 7, 1928.	to	
1928.	July 9, 1928.	June 30, 1928.
M. lbs.	M. lbs.	M. lbs.
Total	2,280	1,695
To Belgium	5	219
United Kingdom	2,227	1,517
Other Europe	172	2,006
Cuba	14	5
Other countries	39	4,831

BACON, INCLUDING CUMBERLAND.

	Total	1928
To Germany	50	131
United Kingdom	1,721	2,207
Other Europe	172	1,494
Cuba	383	131,062
Other countries	430	2,076

PICKLED PORK.

	Total	1928
To United Kingdom	115	122
Other Europe	8	6
Canada	48	93
Other countries	29	97

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, M. lbs.	Bacon, M. lbs.	Pickled pork, M. lbs.
Total	2,280	1,947	209
Boston	252	82	44
Detroit	1,321	919	329
Port Huron	657	135	138
Key West	14	1,816	1,816
New Orleans	36	3	604
New York	808	6,176	5
Philadelphia	1	4	1
Portland, Me.	1	1	1

DESTINATION OF EXPORTS.

	Hams and shoulders, M. lbs.	Bacon, M. lbs.
Exported to:		
United Kingdom	2,227	1,721
Liverpool	1,113	1,409
London	369	32
Manchester	90	33
Glasgow	181	119
Other United Kingdom	474	117

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, July 11, 1928.

Trading here the past week has been very slow, and no doubt the real hot weather has had something to do with it, as a large number of buyers are away on vacations.

Ground tankage is selling at \$4.65 & 10c basis f.o.b. New York, with South American offered at \$5.00 & 10c c.i.f. for July-August shipment, with very little buying interest being shown. Dried blood, both domestic and imported, remains unchanged.

Feeding materials are easy, and quite some resales of local tankage and cracklings have been made by Western buyers. Nitrate of soda is in but limited demand, with prices about the same.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended July 7, 1928, were 5,124 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been rather quiet, but business has been passing in small lots in the east on a basis of 8½c f.o.b. for extra. The undertone was very steady and some producers were asking 9c above that level. Offerings were not large and at least not pressed for sale, but consumers were slow in taking hold and appeared unwilling to raise their ideas at this time. Some in the trade, however, are looking for a better market level during the next month or so.

The situation in competitive quarters was one of steadiness. At New York, special was quoted at 8.10c; extra, 8½c; edible, 9c. At Chicago, prime packer sold at 8½c f.o.b. Chicago, but trade was rather quiet, and the undertone steady. At Chicago, edible was quoted at 8½c; fancy, 8½c; prime packer, 8½c@8½c; No. 1, 8c; No. 2, 7@7½c.

At the London Auction on Wednesday, July 11, some 807 casks were offered and 304 sold at prices unchanged to 6d higher than the previous week. Mutton was quoted at 42@43s; beef, 41s 6d@44s; good mixed, 38s 6d@41s 9d. At Liverpool, Australian tallow was quiet and unchanged, with fine quoted at 42s 9d and good mixed at 40s 3d.

STEARINE—Demand was a little better and offerings were light and firmly held, oleo was reported to have sold at 10c New York, with further interest in the market at that level and sellers asking 10½c. At Chicago, the market was quiet and steady with oleo quoted at 10@10½c.

OLEO OIL—A limited volume of business but a steady market was the feature in the east, with extra, New York, quoted at 13½c; medium, 12c; lower grades, 11@12c according to quality. At Chicago, the market was quiet and steady, with extra quoted at 13½c.

See page 36 for later markets.

LARD OIL—Demand continued limited to small lots, but prices were steadily held, with edible New York quoted at 16½c; extra winter, 13c; extra, 12½c; extra No. 1, 12½c; No. 1, 11½c; No. 2, 11c.

NEATSFOOT OIL—Buying continues in a hand to mouth way but the market was steady at New York, with pure quoted at 15½c; extra, 12½c; No. 1, 11½c; cold test, 18½c.

GREASES—Aside from a fair demand for superior house grease at New York, quiet conditions prevailed throughout grease market with undertone steady. As a rule the trade was awaiting developments, particularly the action in competitive quarters where prices ruled steady. Superior house grease sold at 7½c but producers are now asking 7½c. Choice yellow was quoted at 7½c@7½c; A. white, 7½c; B. white, 7½c; choice white, 9½c.

At Chicago, white grease was in rather slow demand, while a fair trade in yellow was reported. Offerings of

choice white were rather light and the market appeared to be closely sold up. At Chicago, brown was quoted at 7@7½c; yellow, 7½c@7½c; B. white, 7½c; A. white, 8c; choice white, all hog, 8½c.

By-Products Markets

Chicago, July 12, 1928.

Blood.

Quotations on good grades of ground blood range all the way from \$4.75@5.00, with no recent trading.

Unit Ammonia.

Ground and unground.....\$4.75@5.00

Digester Hog Tankage Materials.

This market is quiet and trading is light. The lower grades in somewhat better demand than the 11½@12 per cent.

Unit Ammonia.

Ground, 11½@12% ammonia.....\$4.75@5.15 & 10

Unground, 11½ to 12% ammonia.....4.50@4.90 & 10

Ground, 6 to 8% ammonia.....4.90@5.00 & 10

Unground, 6 to 8% ammonia.....4.25@4.50

Liquid stick, 7 to 11% ammonia.....4.25

Fertilizer Materials.

Market quiet. Unground bone tankage scarce.

Unit Ammonia.

High grd., ground, 10% am.....\$4.25@4.50 & 10

Lower grd., gr. and ungr., 6-9% am.....\$4.25

Hoof meal.....\$4.25

Bone tankage, low grd., per ton.....\$25.00

Bone Meals.

This market shows little change due to operation on a contract basis.

Per Ton

Raw bone meal.....\$55.00@60.00

Steam, ground.....\$30.00

Steam, unground.....\$28.00

Cracklings.

The crackling market is quiet. Some

APRIL BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughter under federal inspection during April, 1928, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

Class	Average wt. per animal		Per cent of live weight		Production				Per cent Apr. 1928, is of avg.
	Apr. 1, 1927, to Mar. 31, 1928	Apr. 1, 1928	Apr. 1, 1927, to Mar. 31, 1928	Apr. 1, 1928	Apr. 1, 1927, to Mar. 31, 1928	Apr. 1, 1927	Apr. 1, 1928	Apr. 1, 1927	
Edible beef fat ¹	34.73	42.35	3.69	4.43	321,209	29,831	28,825	26,208	87.85
Edible beef offal.....	28.55	29.04	3.03	3.04	263,667	20,493	21,534	17,971	87.69
Cattle hides.....	64.86	64.15	6.83	6.72	599,428	47,121	47,967	39,990	84.87
Edible calf fat ¹	1.28	1.19	0.73	0.80	6,612	446	525	520	116.59
Edible calf offal.....	6.59	6.11	3.73	4.08	31,528	2,682	2,627	2,671	99.59
Lard.....	36.29	36.99	15.63	16.40	1,744,667	136,967	126,600	127,075	92.78
Edible hog offal.....	6.33	6.54	2.72	2.90	305,214	18,717	21,466	22,467	120.04
Pork trimmings.....	12.90	12.80	5.55	5.68	623,539	39,053	41,672	43,973	112.60
Inedible hog grease ²	2.80	2.86	1.21	1.27	135,190	11,585	10,122	9,857	85.23
Sheep edible fat ¹	2.11	2.44	2.56	2.90	27,215	2,575	2,253	2,237	86.87
Sheep edible offal.....	2.00	2.17	2.43	2.58	25,882	1,729	1,831	1,990	115.10

¹ Unrendered. ² Rendered.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

sales reported as low as \$1.10. Asking prices higher, depending on quality.

Per Ton

Hard pressed and exp. unground, per unit protein \$1.00@1.25
Soft prod. pork, ac. grease & quality. 80.00@85.00

Soft prod. pork, ac. grease & quality. 50.00@55.00

Gelatine and Glue Stocks.

Little change in this market which has been quiet for the past few weeks.

Per Ton

Kip and calf stock.....\$40.00@45.00
Rejected manufacturing bones.....52.50@55.00

Horn piths 55.00@60.00

Cattle jaws, skulls and knuckles.....45.00@46.00

Sinews, plizzles and hide trimmings.....43.00@45.00

Pig skin scrapes and trim., per lb.....31.00@32.00

Pig skin scrapes and trim., per lb.....@ 4.00

Horns, Bones and Hoofs.

Hoofs are quoted at \$40@45 per ton, depending on quality. Some demand.

Per Ton

Horns, according to grade \$40.00@150.00
Round shin bones.....55.00@65.00

Flat shin bones.....55.00@60.00

Cattle hoofs @ 45.00

Junk bones @ 29.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Demand for this product is limited.

Coll and field dried.....2 @ 3c
Processed grey, per lb. 3 @ 5c
Cattle switches, each*.....4 @ 5½c

*According to count.

LARD AND GREASE EXPORTS.

Exports of lard from New York, July 1, 1928, to July 11, 1928, 10,635,758 lbs.; tallow, 40,000 lbs.; grease, 877,200 lbs.; stearine, 121,600 lbs.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

"Make Right" and "Sell Right" Are Good Cotton Oil Mottoes

The vegetable oil industry—like meat packing—is subject to sharp competition from within and from without the industry. Individual operators find themselves where they must look about for economies, and means of increasing their margin of profit.

Volume alone is not sufficient to bring returns. *It must be profitable volume.*

To get this the manufacturer must know the quality of his raw material, manufacture economically and distribute efficiently.

The crusher of cotton seed who knows where to get seed with the highest oil content, how to get the greatest percentage of oil from this seed, and how to market the finished product so as to have satisfied customers, is the crusher who is certain to survive.

Some of the economic trends in the cotton oil industry, and means that must be taken to meet the sharp competition prevailing, are set forth in the following discussion by one whose work gives him an accurate insight into the whole industry.

Volume vs. Efficiency

By R. H. Fash, Vice-Pres., The Fort Worth Laboratories.

In a survey of the present economic situation there is one outstanding feature of great importance—the reduction in the margin of profit occasioned by competition.

This competition starts in with the price paid for raw material, where the amount of raw material is limited, and continues to the sale of the finished product.

In order to obtain volume, where the amount of the raw material is limited, the price paid for the raw material plus manufacturing costs is often in excess of the price that could be

Possibilities of production in the cotton oil industry—as in other industries—have exceeded consumption demand.

Under such conditions only the efficient producer and merchandiser can hope to make money.

The time is past when cotton seed is just cotton seed. The amount and quality of oil the seed contains is the important thing.

In earlier years one mill operated profitably and yet left 9 per cent of oil in the seed. This was possible because they were crushing seed of high oil content. It yielded 5 gals. more per ton than most seed.

Soon a more efficient mill discovered this valuable seed and got the full oil yield from it. Not until this happened did the other mill eliminate its wasteful practice and increase its milling efficiency.

Volume and efficiency are a good combination. Volume alone is likely to lead to disaster.

obtained for the finished manufactured products.

This removes the business from a strictly manufacturing proposition into the class of speculation, with its attendant evils.

In order to purchase more cheaply and operate at lower costs, consolidations have become the rule in many industries.

However, this simply removes the competition from the field of a number of competing small units to competition between larger units. And unless the large units are better able to cooperate, it does not affect the final result, excepting as consolidation has resulted in more efficient operation.

Must Make and Sell Right.

Therefore profits under modern economic conditions, either with or without consolidations, must come from efficient operation or by speculation—and the latter cannot be considered as good business.

Efficient operation includes the efficient purchase of raw materials, efficient manufacturing and efficient selling.

Consolidation of itself can only increase efficiency to a limited extent by reduced overhead. The real benefits of consolidation must come from greater efficiency occasioned by the cooperation of brain power which heretofore had been in competition.

This cooperation of brain power to increase efficiency must be along the lines stated. Since, therefore, in consolidation there is nothing magical, but merely a more intensive study of the items necessary to produce more efficient operation, it follows that smaller units can hope to survive only by an intensive utilization of brain

power available along the lines above.

Examples in Cotton Oil Industry.

In order to make these ideas clear, we will give concrete examples in the cottonseed crushing industry, with which we are familiar.

In the past, cotton seed was cotton seed, and little attention was paid in purchasing seed as to its oil content. One mill, with whose operations we are familiar, operated for years with a profit—and yet it left 9 per cent or more oil in its cake. The profit was due to the fact that the seed in that mill's territory would average 5 gals. more per ton than the normal oil content from the remainder of the state.

The analysis of seed from different portions of the state, by mills that realized the value of knowing what they were buying, located this source of high value seed. The result was the local mill had to buy new equipment and increase milling efficiency in order to survive—which it has done, and is prospering.

Quality Material and High Yield.

One mill, instead of merely trying to have a large crush, concentrated on locating sources of seed having a high oil content. As a result, the average oil content of its seed was 2 gals. above that of competitors.

In the matter of manufacturing efficiency, there is still on the part of a very few a doubt as to the value of analyses. They believe that volume of crush will offset inefficiency in manufacture, and therefore see no need for analyses.

Their profits cannot continue many more years, because mills manufacturing more efficiently will compete for the good seed and force them out of business. If they survive, they also must manufacture efficiently.

What Makes Efficient Selling.

Efficient selling implies satisfied customers. Satisfied customers are made by neat packages, with the product coming up to specifications. This latter point involves efficiency in manufacture brought about by analyses.

The Texas Cotton Seed Crushers' Association, through an educational campaign, by neat packages, with the product up to specifications has doubled the price of cottonseed cake in a year, in the face of an apparent overproduction.

The days of large profits in the manufacturing business due to large markets and insufficient manufacturing capacity are past. The manufacturing capacity of this country is more than enough to take care of our needs. Plants that study to increase manufacturing and merchandising efficiency will be in a better position to survive the competitive conditions that are now here.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Prices Barely Steady—Cash Trade Quieter—Sentiment Mixed—Lard Heavy—Cotton Acreage Above Expectations—Trade Awaiting Government Report.

A moderate volume of trade and a fairly steady tone featured cotton oil futures on the New York Produce Exchange the past week. Commission house and wire house operations were mixed but mainly of a switching character, although there was a little outright liquidation. The ring crowd were on both sides, but were inclined to keep close to shore until the Government figures were out of the way.

A heavy tone in lard in the west, together with a larger cotton acreage increase than generally expected, had a depressing influence at one time, but continued showery weather, particularly over the eastern belt, together with increasing weevil complaints and evidence that the weevil menace might become an important factor with proper weather conditions in the near future, served to limit downturns.

Consuming demand for both oil and compound quieted somewhat as was to be expected following the recent absorption. Some of the local cash interests believe that consumers will be forced into the market again for supplies within two weeks or so.

As a whole, operations were more or less of a professional character. The developments in cotton, therefore, attracted most attention and the market sold off or advanced as the white commodity fluctuated. Interest from the south was on a limited scale and of a mixed character. There was some liquidation in the July delivery, with scattered retenders on contracts, making for total deliveries to date of 24,700 bbls. The nearby positions, however—July, August and September—were bought by refiners' brokers who sold December and January partly against the purchases.

Those who watched the nearby situation closely are of the opinion that there is still a short interest of a few thousand barrels in the spot month. It was said that it was difficult to see where any further tenders would come from.

Government Report Attracts Attention.

The government report placed the cotton acreage at 46,895,000 acres in cultivation as of July 1, or 111.4 per cent compared with last year when the area was 41,905,000 acres. This was somewhat larger than the private estimates and attracted quite a little attention.

Expectations were that the consumption of oil in June would run in the neighborhood of 225,000 to 250,000 bbls., although there were a few who were looking for slightly larger figures than the outside estimate, which would compare with 295,000 bbls. in June of last year. A majority, nevertheless, felt that the report would prove a bearish document, but at the same time there

were those who were evened up on the market and who were awaiting an opportunity to take hold on any further declines.

The weakness in lard had very little direct bearing on oil although the trade would like to see a better tone in the western market. Those looking for a letup in the hog run have been surprised by the way the latter keeps up, but predictions are still heard that the run will prove smaller during the next month or two and possibly will let up at a time when seasonal European lard requirements usually strike the market.

Corn Crop Outlook Good.

As a whole, however, values are dependent upon the progress of the cotton crop. The Government corn estimate of 2,736,000,000 bu. was surprisingly small to the trade, and considerably under the private estimates, comparing with 2,786,000,000 bu. produced last year. The weather has been favorable for corn since the report was compiled, however, and there are not a few in the trade who believe that the present corn outlook is close to 3,000,000,000 bu.

The crude markets continued more or less nominal. Refiners reported little doing in old crude and little or nothing done in new crop oil. The crude markets at this season, however, cut little figure on futures. On the whole, it is apparent that with the market dependent upon outside conditions for its fluctuations, there are few who are inclined to take a decided stand one way or the other. This serves to keep the market in more or less of a rut.

COTTONSEED OIL—Market transactions:

Friday, July 6, 1928.

—Range—Closing—

	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1025 a	...
July	.....	.....	.....	1025 a	1055
Aug.	400	1050	1050	1040 a	1050
Sept.	1100	1066	1056	1056 a	...
Oct.	2500	1082	1070	1070 a	1071
Nov.	.....	.....	.....	1071 a	1072
Dec.	200	1075	1074	1074 a	...
Jan.	.....	.....	.....	1073 a	1076
Feb.	.....	.....	.....	1075 a	1090

Total Sales, including switches, 4,200 bbls. P. Crude S. E. Nominal.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

BROKERS

NEW YORK CITY

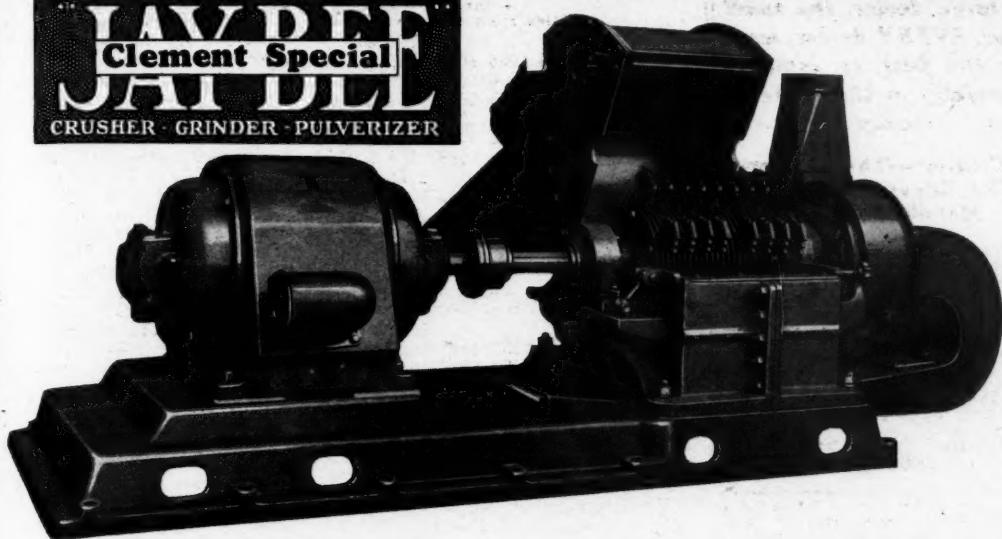
REFINED

COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY



Only the "Jay Bee" Gives Complete Grinder Satisfaction

The "Jay Bee" Grinds Tankage, Beef Scrap, Fish Scrap, Blood Meal, Bone—in one continuous operation. Delivers a thoroughly ground product to your storage bin without the use of cage mills, elevators, or screens.

The Most Successful Mill for By-Products Grinding Handles 18% Grease

"We have had in use, at different times, three different makes of mills, but the "Jay Bee" beats them all. It handles greasy and moist products without clogging, and we have run cracklings through the mill that have had as high as 18% grease content."—Sickler Fertilizer Works, Wilkes-Barre, Pa.

The "Jay Bee" is the most durably constructed grinder. Made of boiler plate and manganese steel. Practically indestructible. Will not shimmy, break, or fly to pieces because of steel or other foreign materials entering the mill with the product to be ground.

Largest Intake and Outlet Areas Reason for Biggest Capacity

We Can Help You Increase Your Business

We can show you how to increase your grinding profits. We have a mill for every purpose requiring up to 100 H.P. with belt, tex-rope, or direct-connected drive. Write for specifications, descriptive literature, and prices.

**Over 9,000 "Jay Bee" Mills
in Use**

The No. 3 mill has a 12"x15 $\frac{1}{4}$ " feed opening, and a 560 sq. in. screen area. The No. 4 mill has a 12"x20" feed opening, and a 737 sq. in. screen area. The No. 3 mill has 36 hammers. The No. 4 mill has 48 hammers. These manganese steel hammers weigh 40 ounces each.

Compare these feed openings, screen areas, and hammer weights with those of other hammer mills and **YOU WILL KNOW WHY THE "JAY BEE" EXCELS** all other mills in fine grinding, biggest capacities, and lowest operating cost.

J. B. SEDBERRY, Inc.

156 Hickory Street, Utica, N. Y.

NOW!—A Distinctly Better Grade of Dry Rendered Lard with Substantially Decreased Operating Cost!

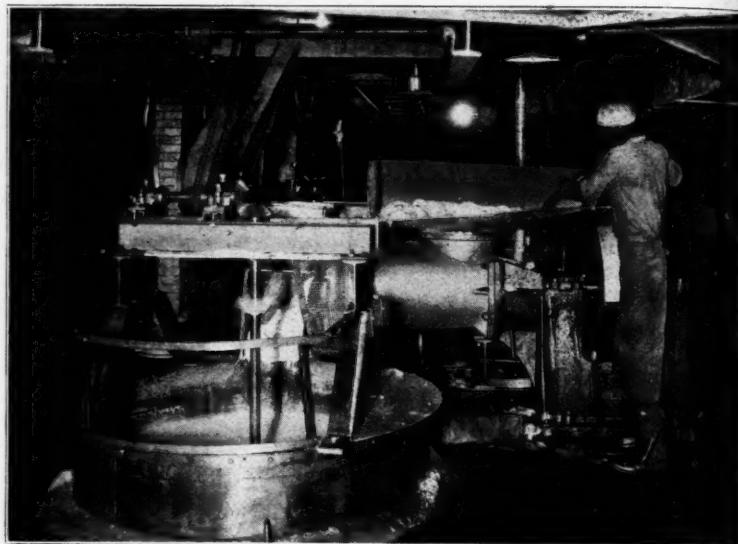
The MEAKIN Continuous Vacuum Process for the Manufacture of Finest Lard and Edible Cracklings Effects Important Reductions in Cost with a Big Improvement in Quality of Finished Product

The Meakin Continuous Vacuum Process for the manufacture of lard and edible cracklings has been perfected during many years of development and more than three years of actual operation in some of the country's largest lard-producing establishments. It is not an experiment in any sense of the word, but is a fully perfected and developed system for continuous production, on a large scale, of the finest grades of lard and edible cracklings, with labor and other operating costs far below those of any other method of lard manufacture.

The correct design, high-grade construction and low speed of all moving parts in the Meakin Continuous Melter make possible continuous, uninterrupted operation for indefinite periods—24 hours a day—which is a desirable method of operation when volume of product and operating conditions permit.

The process is automatic and continuous. Product need not be handled from the time the raw fats are fed into the Hasher until the finished

A two-tube, 40-foot Meakin Melter in the final stages of assembly at the MECHANICAL factory. Circles indicate the special intake and discharge valves, which admit and eject the material without breaking the internal vacuum.



Giant Fat Hasher of the sausage meat chopper type, as used for cutting up fats for the Meakin Continuous Melter. This illustration also shows the hopper, jacketed for exhaust steam, from which raw product is fed to the Melter.

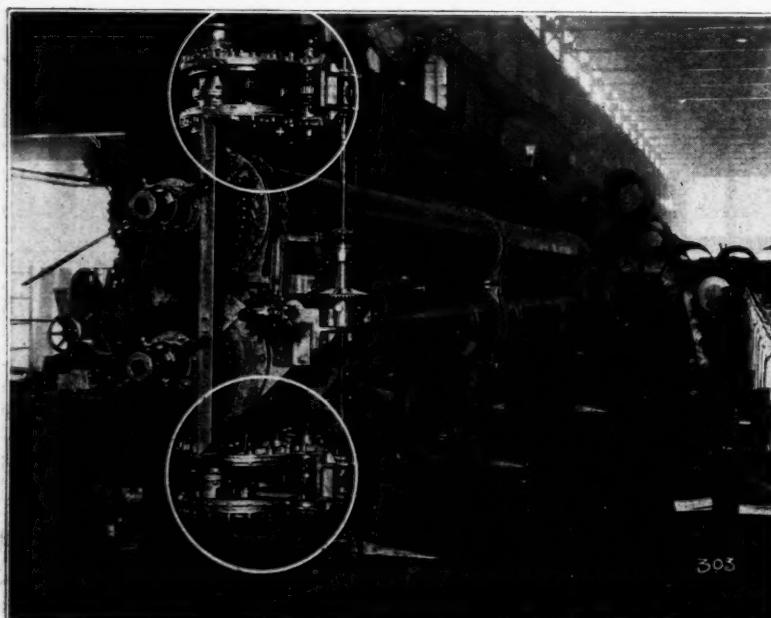
lard and cracklings are discharged from the Press. With the two Meakin Melters and supplementary equipment pictured on this and the opposite page, four men are producing 8,000 pounds of lard per hour. These four men easily handle all operations from the

preliminary hashing of the fat to the final pressing of the cracklings. Two men can easily operate a single Meakin Melter with its supplementary equipment, and produce from four to five thousand pounds of lard hourly.

The quality of finished lard is unsurpassed. Using the best quality of raw material, free fatty acid in the finished product will analyze only about .25% as compared with .6% in prime steam lard. Color will average about 1.5 red, being lighter in shade than lard produced by ordinary dry rendering methods. Cracklings are of edible grade, and find a ready market at a good price for sausage filler and similar purposes.

In the Meakin Continuous Process, raw material is first cut up in a suitable hasher. The one illustrated on this page is of the sausage meat chopper type, of extra large size, with steam jacketed cylinder, a plate with 1 or 1½ inch holes being employed.

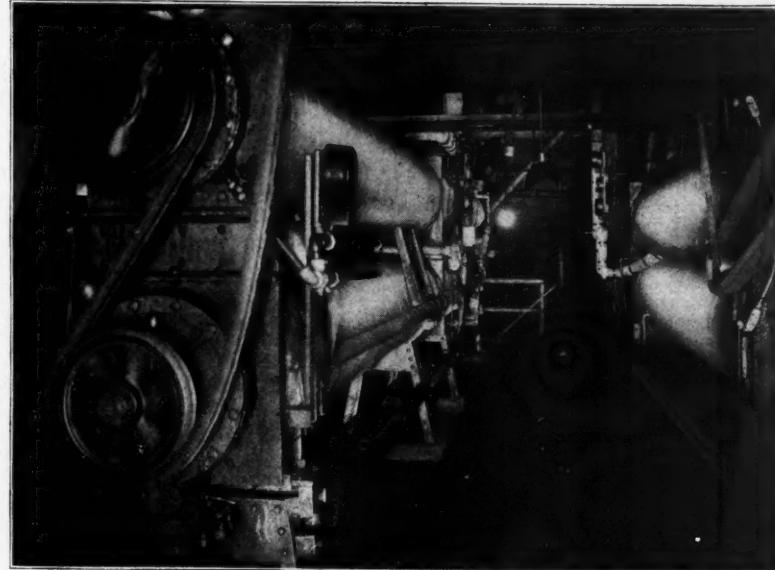
Fats from this hasher are discharged into a hopper jacketed with low-pressure exhaust steam and provided with suitable agitator, from which they are fed to the Meakin Melter in a soft or mushy condition.



The Meakin Melter consists essentially of two steam-jacketed tubes through which the product is conveyed by means of a screw conveyor, holes being provided in the spiral ribbon so that product can back up if necessary, eliminating any possibility of clogging. Material travels the length of the upper tube, is transferred to the lower tube and moves down its length to the discharge end. The rate of movement of the product through the tubes is so adjusted that just the right amount of cooking takes place during the period in which material travels through the 80 lineal feet of steam-jacketed tube. During this cooking time a vacuum of about 27 inches is maintained in the interior of the Melter, which facilitates elimination of the moisture in the product, and decreases the danger of scorching.

The intake valve through which material enters the Meakin Melter

Assembly of two-tube Meakin Melter with crackling conveyor and Meakin Continuous Crackling Press. No handling of material from the time raw product is fed into the melter until pressed cracklings are discharged from the Press. This equipment, and the Meakin Continuous Process of Rendering, are fully protected by United States patents granted and applied for.



and the discharge valve through which it is ejected are of special design which permits material to enter and leave the Melter without breaking the internal vacuum.

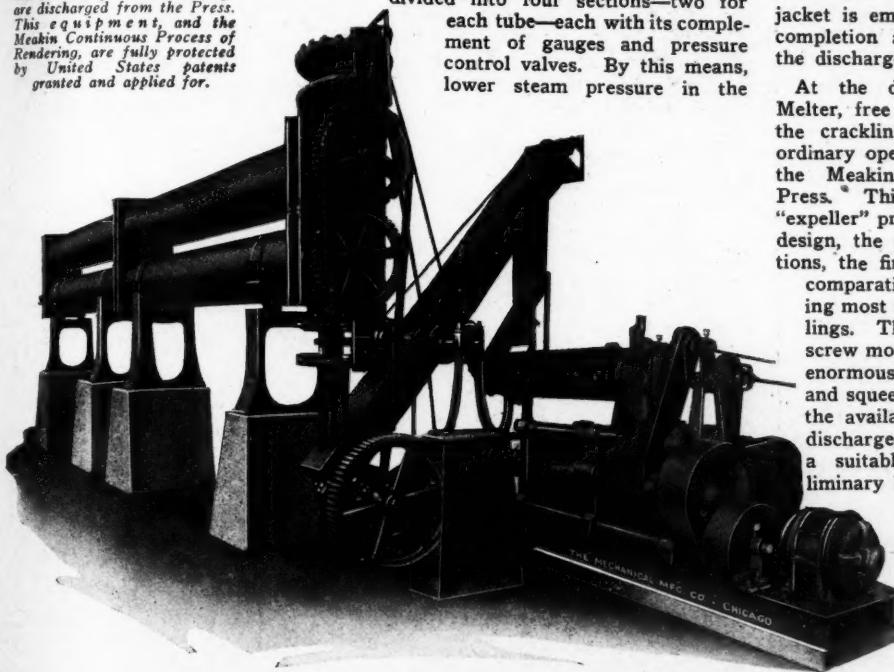
The steam jacket of the tubes is divided into four sections—two for each tube—each with its complement of gauges and pressure control valves. By this means, lower steam pressure in the

installation of two 2-tube, forty foot Meakin Continuous Melters in a large mid-western packing plant. Four men operate these two melters with supplementary equipment of hashers, presses and conveyors, producing 8,000 pounds of lard per hour. If pushed to capacity, this installation will produce 10,000 pounds per hour.

jacket is employed as cooking nears completion and material approaches the discharge end of the Melter.

At the discharge valve of the Melter, free lard is drained off and the cracklings are conveyed by an ordinary open-top screw conveyor to the Meakin Continuous Crackling Press. This is a screw-type or "expeller" press of the most approved design, the screw being in two sections, the first of which operates at comparatively high speed, extracting most of the lard from the cracklings. The second section of the screw moves more slowly, applying enormous pressure on the material and squeezing out the remainder of the available lard. Cracklings are discharged in shape for feeding to a suitable grinder without preliminary breaking up.

The Meakin Continuous Process of Rendering and the equipment for carrying it out are fully protected by United States Patents granted and applied for.



The Mechanical Manufacturing Co. Union Stock Yards, Chicago, Illinois

Eastern Office:
30 Church St.
New York City

MECHANICAL

Southeastern Office:
Artillery Building
Savannah, Ga.

"IF IT'S FOR THE PACKING HOUSE—WE MAKE IT"

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products quite steady the latter part of the week. Hogs firm, movement lighter. Cash trade fair. Hedge pressure smaller. Market, however, is awaiting developments.

Cottonseed Oil.

Cotton oil quite steady. Government reports bearishly construed. No liquidation support in nervous in evidence. Texas crude 8 1/4c. June consumption 219,000. Visible supply of 1,137,000 bbls. indicates the carryover at the end of season will be 900,000 bbls. Crude yield to date 317 lbs. per ton seed. Refining loss 7.64 per cent.

Quotations on cottonseed oil at New York, Friday noon were: July, \$10.15@ 10.25 bid; Aug., \$10.23@10.25; Sept., \$10.32@10.33; Oct., \$10.50@10.53; Nov., \$10.52@10.55; Dec., \$10.54@10.58; Jan., \$10.56@10.60; Feb., \$10.60@10.70.

Tallow.

Tallow, extra, 8 1/4c.

Stearine.

Oleo stearine, 10 1/4c asked.

FRIDAY'S GENERAL MARKETS

New York, July 13, 1928.—Spot lard at New York: Prime western, \$12.55@ 12.65; middle western, \$10.40@10.50; city, 11 1/4c; refined Continent, 13c; South American, \$14.00; Brazil kegs, \$15.00; compound, \$12.25.

HULL OIL MARKET.

Hull, England, July 11, 1928.—(By Cable.)—Refined cottonseed oil, 37s 3d; crude cottonseed oil, 33s 9d.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, July 1, 1928, to July 11, 1928, none.

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on hand July 1, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	July 1, 1928.	July 1, 1927.	5-yr. av.	July 1, 1928.
Broilers	4,434,000	6,513,000	5,103,000	
Fryers	1,926,000	2,460,000		
Roasters	7,338,000	10,722,000	13,146,000	
Fowls	6,672,000	7,032,000	6,445,000	
Turkeys	7,208,000	7,571,000	8,038,000	
Miscellaneous	10,604,000	15,766,000	13,136,000	

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on July 1, 1928, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	July 1, 1928.	July 1, 1927.	5-yr. av.	July 1, 1928.
Butter, creamery	69,343,000	89,996,000	75,506,000	
Cheese, American	53,617,000	49,999,000	46,522,000	
Cheese, Swiss	3,614,000	5,265,000	4,612,000	
Cheese, brick and				
Munster	1,951,000	1,971,000	2,054,000	
Cheese, Ilmberger	1,118,000	1,594,000	1,071,000	
Cheese, all other	8,193,000	8,357,000	7,435,000	
Eggs, case	9,098,000	10,565,000	9,617,000	
Eggs, frozen	77,690,000	81,263,000	45,716,000	

Watch the "Wanted" page for bargains.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, July 13, 1928.

The market continues firm with a good demand for hams. Picnics and square shoulders improving. Lard trade fair.

Today's prices are as follows: Liverpool shoulders, square, 82s; hams, American cut, 96s; hams, long cut, 100s; Cumberland cut, 92s; short backs, 87s; picnics, none; bellies, clear, 89s; Canadian, 102s; spot lard, 62s 3d; Wilshire, none.

The Trading Authority

Market prices based on actual transactions, and unbiased results on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausages, meats, tallow, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

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EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ended July 7, 1928, shows little alteration, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 1,122 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 83,000, at a top Berlin price of 15.14 cents a pound, compared with 92,000 at 12.98 cents a pound, for the same week last year.

Rotterdam is about the same as last week with the exception of a somewhat weaker market for oleo products.

The market at Liverpool is firm. There is a good demand for the few offerings of American hams and bacon.

The total of pigs bought in Ireland for bacon curing was 22,000 for the week.

The estimated slaughter of Danish hogs for the week ended July 6, 1928, was 84,000.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 13, 1928, show exports from the country were as follows: to England 227,448 quarters; to the Continent, 40,783; others, none.

Exports of the previous week were as follows: To England, 78,828 quarters; to the Continent, 34,590; others, none.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 13, 1928, with comparisons, are reported as follows:

PACKER HIDES.

Week ended July 13, '28. Previous week, July 13, '27.

Spr. nat. stra.	@27n	@26 1/2n	@24n
Hvy. nat. stra.	@24 1/2	@24b	22b
Hvy. Tex. stra.	@24	@23 1/2	@20 1/2
Heavy but.			
brnd'd. stra.	@24	@23 1/2	@20 1/2
Hvy. Col. stra.	@23 1/2	@23	@20
Ex-light Tex. stra.	@24	@23b	@21
Brnd'd. cows	@24	@23b	@21
Hvy. nat. cows	@24 1/2	@23 1/2b	21 @21 1/2n
Lt. nat. cows	@25	@24b	@23
Nat. bulls	@18 1/2b	17 1/2b	18b
Brnd'd. bulls	@17n	@16 1/2n	@17
Calfskins	31 1/2@32	31	32
Kips, nat.	29 @29 1/2	28b	29ax
Kips, ov-wt.	27 @27 1/2	28	29ax
Kips, brnd'd.	27 @27	28ax	22 1/2
Slunks, reg.	@1.85ax	@1.85n	@1.30
Slunks, hrls.	@75n	@70n	@60
Light native, butt branded			
Colorado steers			

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@25	@24b	@23
Branded	@24	@23b	@20
Nat. bulls	@18	17 @17 1/2n	@17
Brnd'd. bulls	@17	16 @16 1/2n	@16
Calfskins	29 @30ax	28 @30	23 1/2@24ax
Kips	27 @28ax	25 @26	22 1/2@23ax
Slunks, reg.	1.60@1.65	1.60@1.65	@1.20
Slunks, hrls.	@60n	@60n	@60

COUNTRY HIDES.

Hvy. steers	@20 1/2n	19 1/2@20n	@18ax
Hvy. cows	19 1/2@20	18 1/2@19ax	@18ax
Buffs	21 1/2@22ax	@21	19 1/2@20 1/2
Extremes	24	24 @24	22 @23
Bulls	18 @16 1/2	@16n	14 @14 1/2ax
Kips	24 @25	23 1/2@24	19 @19 1/2ax
Calfskins	25 @25 1/2	24 1/2@25	19 @19 1/2ax
Lt. calf	1.60@1.75	1.60@1.75	@1.75
Deacons	1.80@1.75	1.80@1.75	@1.75
Slunks, reg.	.75 @1.00	.75 @1.00	@.75
Slunks, hrls.	.25 @30	.25 @30	@.25
Horsehides	7.00@8.50	7.00@8.50	6.00@7.00
Hogskins	.90 @95	.90 @95	@.70

SHEEPSKINS.

Pkr. lambs	.....	.....	.....
Sml. pkr. lambs	.....	.....	.....
Pkr. shearlings	1.35@1.40	1.35@1.40	1.15@1.20

Dry pelts @32 30 @32 23 @25

Hide and Skin Markets

Chicago.

PACKER HIDES—Further advances of $\frac{1}{2}$ c on most descriptions were obtained in the packer hide market during the week, while branded cows advanced a full cent; light and heavy native cows moved up $\frac{1}{2}$ c at the close of last week and another $\frac{1}{2}$ c during this week. Trading during the period is thought to have totalled around 60,000 to 70,000 hides, and the somewhat dull appearance of the market at the moment is attributed in part to the fact that most killers are fairly well cleaned up on some descriptions. The offerings at the beginning of the week, in fact, were rather light. However, some offerings are still out at last trading prices.

Spready native steers quoted at 27c. Heavy native steers moved early at 24 $\frac{1}{2}$ c for 2,600 Julys, and other sales reported later on this basis and 25c now asked; one packer moved 2,200 early at 24 $\frac{1}{2}$ c for Julys and 24c for Junes. Extreme native steers are quoted at 25c, based on trading in light native cows; last sale was 1,200 at the end of last week at 24 $\frac{1}{2}$ c.

Butt branded steers moved at 24c and Colorados at 23 $\frac{1}{2}$ c. Heavy Texas steers sold at 24c early for 900 current take-offs, with later sales same basis; light Texas steers sold at 23 $\frac{1}{2}$ c, all up $\frac{1}{2}$ c. Extreme light Texas steers moved with branded cows at 24c, up a full cent.

Heavy native cows last sold at 24 $\frac{1}{2}$ c for June-Julys; one sale late last week at 24c for 700. Light native cows sold late this week at 25c for 4,000, mostly Julys with a few Junes; earlier sales were made at 24 $\frac{1}{2}$ c for a lot mostly Julys, with 15@20 per cent Junes included, and 24 $\frac{1}{2}$ c was paid for 2,000 June-Julys at the end of last week. Branded cows moved at 24c for June-Julys.

Native bulls moved late last week at 18c for 1,400 dating March to May, with a later bid of 18 $\frac{1}{2}$ c for straight June bulls. Branded bulls last sold at 16c for southerns and 15 $\frac{1}{2}$ c for northerns, last week.

SMALL PACKER HIDES—Small packer hide market felt the advance in the packer market late last week and this week. Early this week one local killer moved 8,000 July hides at 25c for all-weight native steers and cows and 24c for branded, no bulls included. At the close of last week, another killer moved production of Chicago, and one outside plant at 24 $\frac{1}{2}$ c for all-weight natives and 23 $\frac{1}{2}$ c for branded, kosher included; production of two other outside plants had moved earlier at 24c for all-weight natives and 23c for branded; same killer moved May-June bulls at 18c for native bulls and 17c for branded. Other local small packers still hold June slaughter and one also has June hides; generally asking 25c for natives and 24c for branded.

COUNTRY HIDES—Country hides stronger, in sympathy with packer market; however, buyers claim prices have followed packer market too closely. Good all-weights are priced 21@21 $\frac{1}{2}$ c, selected, delivered. Heavy cows priced at 19 $\frac{1}{2}$ @20c, selected, with steers alone

nominally around 20 $\frac{1}{2}$ c. Good demand for buff weights at slightly under asking price of 21 $\frac{1}{2}$ @22c, with top figure reported paid recently for choice hides. Extremes in light supply and generally priced 24@24 $\frac{1}{2}$ c, selected, with up to 25c talked. Bulls steady and quoted around 16@16 $\frac{1}{2}$ c, nom. All-weight branded priced 19@19 $\frac{1}{2}$ c, Chicago freight.

CALFSKINS—Packer calfskin market advanced sharply, when one packer moved 30,000 June calf this week at 31 $\frac{1}{2}$ c, northern basis. Talking up to 32c in other directions.

First salted Chicago city calfskins quoted around 29@30c asked. Outside cities quoted around 28@28 $\frac{1}{2}$ c. Mixed cities and countries, 26@26 $\frac{1}{2}$ c.

KIPSKINS—One packer obtained asking prices early in week on about half of June production of kips, or 29c for natives, northern basis, 28c for over-weights and 27c for branded. Later, another packer moved two cars of natives at 29 $\frac{1}{2}$ c.

First salted Chicago city kips held at higher prices, with up to 28c asked. Outside cities nominally around 26@26 $\frac{1}{2}$ c. Mixed cities and countries around 25@25 $\frac{1}{2}$ c.

Packer regular slunks \$1.85 asked, with last trading at \$1.80; hairless nominally around 75c.

HORSEHIDES—Market steady, with choice renderers held at \$8.00@8.50, ranging down to \$7.00@7.50 asked for fairly good mixed lots.

SHEEPSKINS—Dry pelts quoted 30@32c per lb. Big packer shearlings quoted generally at \$1.35@1.40; one car moved late this week at \$1.35 for straight run, while two cars reported earlier at \$1.50 for strictly No. 1's. Pickled skins quiet; big packer Spring lambs quoted at \$10.25@10.50, with last reported trading a car at \$10.25 for straight run of packer lamb.

PIGSKINS—No. 1 pigskin strips generally quoted around 9 $\frac{1}{2}$ @10c, nominally; quoted up to 10 $\frac{1}{2}$ c by one packer, based on last sale. Gelatine stocks nominally around 4c; quiet at this season.

New York.

PACKER HIDES—Packer hide market stronger, in sympathy with western market. One packer offering July hides at 25c for native steers, 24c

for butt branded steers and 23 $\frac{1}{2}$ c for Colorados; other killers apparently waiting until end of month before offering. June stocks were well cleaned up previously.

COUNTRY HIDES—Country hide market steady, with advances generally asked; tanners appear rather slow to follow the advancing market. Good buff weights generally priced around 21 $\frac{1}{2}$ c; good 25/45 lb. extremes held at 24@24 $\frac{1}{2}$ c.

CALFSKINS—Calfskin market active and 10@15c higher, with light skins showing most advance. Market was well cleaned up during the week, at \$2.40 for 5-7's, \$3.10 for 7-9's and \$4.10 for 9-12's, sales totalling several cars.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending July 7, 1928, 2,461,000 lbs.; previous week, 3,814,000 lbs.; same week, 1927, 3,529,000 lbs.; from January 1 to July 7, 117,508,000 lbs.; same period, 1927, 123,956,000 lbs.

Shipments of hides from Chicago for the week ending July 7, 1928, 3,443,000 lbs.; previous week, 3,960,000 lbs.; same week, 1927, 4,478,000 lbs.; from January 1 to July 7, 121,224,000 lbs.; same period, 1927, 138,978,000 lbs.

URUGUAY CATTLE KILL.

The April slaughter of cattle at Montevideo, Uruguay, totaled 99,095 head compared with 101,016 head in March. The April kill was divided as follows: frigorificos, 72,647; abattoirs, 24,964; others, 1,484.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended July 7, 1928, with comparisons, were as follows:

	Week ended July 7.	Prev. week.	Cor. week 1927.
Western dressed meats:			
Steers, carcasses	1,968	1,928	2,016
Cows, carcasses	733	890	863
Bulls, carcasses	377	453	251
Veals, carcasses	1,560	1,689	1,202
Lambs, carcasses	8,957	7,512	6,162
Mutton, carcasses	797	1,443	488
Pork, lbs.	391,446	395,319	315,013
Local slaughters:			
Cattle	1,186	2,009	1,790
Calves	1,831	2,212	2,231
Hogs	10,413	16,755	12,331
Sheep	4,584	4,633	4,783

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of May and April, 1928, with comparisons, based on reports received from 4,343 manufacturers and dealers, together with stocks disposed of during that month, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit	May, 1928.	April, 1927.	May, 1927.	Moved in May 1928*
Cattle, total, hides:					
Domestic—Packer, hides	3,595,902	3,463,496	3,230,595	1,268,658	
Domestic—Other than packer, hides	2,205,324	2,224,334	2,222,708	804,418	
Foreign	756,068	748,398	748,398	300,386	
Buffalo	634,510	490,723	259,489	163,884	
Calf and kid.	117,957	106,555	78,659	44,003	
Horse, colt, ass, and mule:	3,226,410	2,842,987	3,983,449	1,077,321	
Hides	170,206	213,276	87,894	40,596	
Fronts, whole fronts	114,245	113,191	136,995	2,177	
Butts, whole butts	114,794	109,557	122,015	4,384	
Shanks	43,357	51,207	17,340	64	
Goat and kid, skins	8,627,489	7,888,352	10,857,474	1,140,954	
Cabretta, skins	783,702	697,327	1,330,394	92,151	
Sheep and lamb, skins	7,011,327	5,948,146	8,394,144	2,279,002	
Skivvers and fleathers, dozens	77,946	63,535	123,222	5,384	
Kangaroo and wallaby, skins	185,847	198,318	148,871	1,000	
Deer and elk	202,048	217,088	272,471	78,200	
Pig and hog, skins	134,881	145,447	43,967	80,381	

*Represents deliveries by packers, butchers, dealers and importers.

July 14, 1928

July 1

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., July 12, 1928.

CATTLE—Compared with week ago, better grade weighty steers steady to 25c lower, rough big-weight kinds showing most decline; yearlings, strong; light kinds, 25c or more higher; lower grade steers, grassy and short fed offerings, 25@50c lower, spots 75c off; dividing line between steers which sold fairly actively and those which slumped sharply, around \$15.00; grass cows and heifers, 25c lower, grain feds fully steady, scarce; bulls, 25@40c higher; vealers, weak to 50c lower; extreme top yearlings, \$16.25; heavies, \$16.00; most better grade steers and yearlings, \$15.25@15.85; price spread widening, program hit grassy and short fed offerings hardest; most native and southwestern grassy steers, \$12.00@13.50; weighty grain fed Texas, up to \$14.60; most grass cows, \$7.25@9.50; strictly grain fed kinds, \$11.50 upward; light grass heifers, \$9.00@11.50; low cutter cows, \$5.50@6.00, mostly \$5.75@6.00; strongweight cutters, around \$6.75; heavy sausage bulls reached \$9.50, bulk selling at \$8.00@8.75; light vealers closed at \$14.50@15.50, shippers paying \$15.00@16.50.

HOGS—Liberal receipts Monday, the heaviest July run locally since 1924, enabled buying interests to force prices 15@25c lower early in the week, but with lighter receipts late in the period,

part of the loss was regained and better grade hogs are 10@15c lower than a week ago. Packing sows are 15@25c higher and lower grade light lights and pigs show a corresponding advance. Today's top, \$11.50; week ago, \$11.60; today's bulk better grade 180 to 300 lb. averages, \$11.10@11.40; 150 to 170 lb. weights, \$10.50@11.25; packing sows, \$9.85@10.10; smooth sows on the butcher order, up to \$10.40; pigs, mostly \$9.00@10.00.

SHEEP—A sharp break featured the lamb trade, top dropping from \$17.00 Friday to \$15.85 closing today. Although closing prices are still \$1.25@1.50 above a year ago, values are \$1.00@1.25 below the high time last week. Increased runs of range lambs factor in decline. Sheep strong; closing bulk range lambs, \$15.75@15.85; range seconds, \$13.50@14.00; natives, \$15.00@15.50; throwouts, \$11.00@11.50 late; fat ewes, \$6.50@7.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., July 12, 1928.

CATTLE—The week's trade ruled very uneven. Choice fed steers and yearlings closed steady to 25c higher, while other native steers are weak to 25c off. Cake-feds and grassers are from 25c to \$1.00 off, with the plainer grades sharing most of the loss. Steer stock is steady to 50c lower, with the

better grades having the preference. Vealers finished the week at \$1.00@1.50 lower rates, with the late top at \$14.00. Choice heavy steer yearlings and mixed yearlings made the week's top of \$15.75.

HOGS—More generous supplies at most of the markets reflected a weaker undertone in the trade and final prices are mostly 25@35c under a week ago. Some reaction was in evidence at the close, and stronger prices prevailed. The late top of \$11.00 was paid by shippers for choice 215 to 250 lb. weights. Packing grades are 15@20c lower.

SHEEP—Fat lambs and yearlings were under some pressure and declines of 25@40c were scored during the week. Choice Idaho and Colorado lambs reached \$16.00 for the week's top and best natives went at \$15.85. Most of the westerns went from \$15.60@15.85 and natives went from \$15.00@15.50. Mature classes were scarce at steady prices. Colorado ewes brought up to \$6.75, while native arrivals were taken at \$5.25@6.25.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 12, 1928.

CATTLE—Compared with week ago, fat steers steady to strong; other natives, 25@75c lower; western steers, 25@50c lower; best medium heifers, choice cows, low cutters and medium bulls, steady; other cows and cutters, 25c lower; fat mixed yearlings and heifers, 25c higher; vealers, 50c lower. Tops for week: 1107 lb. yearlings and 1264 lb. matured steers, \$16.00; 610 lb.

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July 14, 1928.

THE NATIONAL PROVISIONER

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mixed yearlings and 677 lb. heifers, \$15.75.

HOGS—Porcine values trended lower the first of the week, Tuesday being the low point, with late top that date \$11.25. Compared with last Thursday, values today stand 15@25c lower, light lights, pigs and packing sows off most. With liberal outside orders and most interests buying, Thursday's market ruled 10@15c higher or steady to strong with Monday's average. Top \$11.50.

SHEEP—Although fat lambs ruled strong and higher at the close of last week, trading ruled weak to lower during the intervening days, with fat lambs today 50@75c lower than last Thursday and culs 50c off. Aged stock was scarce and steady. Strictly choice ewe and wether lambs quotable up to \$14.75; top today, \$14.50; bulk better grades, \$14.25@14.50; culs, \$9.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., July 12, 1928.

CATTLE—Fed steer yearlings and she stock have shown some unevenness during the week, with the tendency toward a widening in the price spread between finished kinds and short feds. Generally choice offerings are strong to around 25c higher, with lower grades weak to 25c lower. Bulls held steady and veals closed the week strong. Strictly choice 917 lb. yearlings earned \$16.00; 1231 lb. weights, \$15.90 and several loads, \$15.85, including 1342 lb. steers and 905 lb. mixed yearlings. Heifers, averaging 829 lb., earned \$15.25, and 900 lb. weights \$14.90.

HOGS—A two-way market developed in the hog division. Bearish influences ruled the forepart of the period but this served to check the marketward movement and under lighter receipts partial recovery was witnessed. Comparisons Thursday with Thursday shows a net decline of 10@15c. Late top, \$11.10. Packing sows, \$9.60@9.85; smooth sows, averaging 360 lb., up to \$10.00; stags, \$8.50@9.50.

SHEEP—A lower trend to fat lamb values during the period resulted from increased receipts from the northwest range states, augmented by a free movement of natives and normal supplies of fed clipped lambs from near-by feed lots. Loss for the period figures 50c. Sheep are steady. Top on range lambs late, \$15.30; natives, \$14.75; fed clipped lambs, \$13.75; best ewes, \$6.50.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., July 12, 1928.

CATTLE—Better grades of fed steers, yearlings and heifers held a generally steady basis the current week, with considerable action on yearlings. Grass steers, however, took a 50@75c cut. Bulls went unchanged, also better grade cows, with grassy cows and heifers 25@50c lower; veals, 50c lower. Choice yearling steers reached \$15.60, with matured steers \$15.50 and light heifers \$15.20. Top veals scored \$13.00 today.

HOGS—Active demand in late rounds returned swine values to the \$11.00 level, but prices remained mostly

25c under the extreme high point late last week, when top butchers commanded \$11.30. Most 180-325 lb. butchers moved at \$10.65@10.95 today. Packing sows averaged steady, with bulk \$9.25@9.75.

SHEEP—Lambs and yearlings show 25@50c declines, with aged stock steady. Choice range lambs are eligible to \$15.50, natives changing hands from \$14.50@15.00, with choice kinds quotable at \$15.25. Choice fat ewes sold up to \$6.50.

SIOUX CITY

(Special Letter to The National Provisioner.)

Sioux City, Ia., July 11, 1928.

CATTLE—Receipts for the three days totaled 11,500 head, the bulk being made up of finished cattle. After a sharp advance last week, tinges of weakness were shown in all divisions. Best beef steers and yearlings sold for \$15.90, and anything carrying finish at \$14.75 and over. Best heifers, in car load lots, \$15.85. The market was weak to 25 cents lower today, best steers offered selling at \$15.75 and heifers at \$15.00.

HOGS—Receipts for the week, 33,000. Market for the day 15@25c higher following a break of 25@50c the first two days of the week. Best medium weight butchers sold to shippers at \$10.80 today, with shipping orders extensive. Packers paid up to \$10.75 for a choice lot. Medium and strongweight butchers, \$10.60@10.80; heavy butchers, \$10.50@10.70; light butchers, \$10.25@10.65; sows and unfinished hogs, \$9.00@9.75.

SHEEP—Market 50c lower for half week, top lambs, \$15.00; ewes, \$6.50.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., July 11, 1928.

CATTLE—Downward trends have featured all classes of killing cattle here this week following similar breaks

at outside points. Fed steers and yearlings ruled weak, to in spots, 25c lower, while grassy and inbetween she stock sold 25 to mostly 50c lower. Top yearlings, \$15.35; matured steers, \$15.25; bulk all steers, \$13.50@14.75; bulk fat cows, \$7.25@8.50; heifers, \$8.50@11.00; cutters, \$5.75@6.50; bulls, \$8.00@8.60; vealers, \$15.00@15.50.

HOGS—Hog trends were sharply lower the first two days this week, but for the week under review show little change. The top today was \$10.75, with most of the 160 to 300 lb. weights \$10.50@10.75; heavier offerings, down to \$10.25. Packing sows sold from \$9.00@9.25, with pigs mostly \$9.00.

SHEEP—Fat lambs dropped another 50c since last Wednesday, leaving desirable natives today at \$14.50; culs, \$10.00; ewes, from \$4.00@6.00 or steady on the latter class.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended July 7, and comparative periods:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended July 7	171,000	478,000	210,000
Week ago	207,000	563,000	262,000
1927	153,000	532,000	203,000
1926	251,000	523,000	226,000
1925	278,000	514,000	247,000
1924	227,000	960,000	299,000

At 11 markets:

	Hogs.
Week ended July 7	428,000
Previous week	497,000
1927	484,000
1926	479,000
1925	456,000
1924	568,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended July 7	118,000	362,000	157,000
Previous week	146,000	426,000	180,000
1927	115,000	355,000	146,000
1926	201,000	390,000	165,000
1925	215,000	386,000	173,000
1924	174,000	717,000	203,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

What pork cuts are cured in dry salt and how is it done? Ask the "Packer's Encyclopedia," the meat packer's guide.

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RECEIPTS AT CENTERS

SATURDAY, JULY 7, 1928.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	500	6,000	5,000	Kansas City	8,000	27,000	11,000	Kansas City	9,000	22,000	10,000
Kansas City	600	1,500	600	Omaha	7,500	2,200	11,000	Omaha	2,500	3,500	1,700
Omaha	100	6,500	200	St. Louis	6,500	16,000	8,000	St. Louis	3,000	8,000	1,700
St. Louis	200	4,000	300	Saint Joseph	2,600	6,300	2,000	Saint Joseph	2,000	10,000	2,000
St. Joseph	100	3,000	3,700	Sioux City	3,000	12,300	500	Sioux City	900	3,500	1,000
Sioux City	100	6,000	200	Oklahoma City	1,400	5,200	500	St. Paul	2,600	7,000	700
St. Paul	200	1,000	300	Fort Worth	800	1,000	200	Oklahoma City	1,100	1,000	100
Oklahoma City	200	1,500	100	Milwaukee	4,300	1,000	2,000	Fort Worth	4,500	500	500
Fort Worth	300	400	400	Denver	800	1,800	200	Milwaukee	600	1,500	500
Milwaukee	200	100	100	Louisville	400	2,400	200	Denver	500	1,400	500
Denver	100	100	800	Wichita	100	1,000	1,000	Louisville	700	1,700	600
Louisville	100	500	1,100	Indianapolis	1,000	8,000	1,000	Wichita	800	1,800	200
Wichita	200	1,600	100	Pittsburgh	100	500	300	Indianapolis	700	7,000	1,200
Indianapolis	200	7,000	300	Cincinnati	300	4,000	1,000	Pittsburgh	100	2,500	200
Pittsburgh	100	100	100	Buffalo	100	500	400	Cincinnati	100	1,500	1,200
Cincinnati	200	1,700	800	Cleveland	100	1,800	500	Buffalo	300	1,500	400
Buffalo	100	900	100	Nashville, Tenn.	100	500	1,000	Cleveland	500	1,500	500
Cleveland	100	1,000	100	Toronto	1,500	500	1,000	Nashville, Tenn.	100	100	100
Nashville, Tenn.	100	300	1,400					Toronto			
Toronto	100	100	100								

MONDAY, JULY 9, 1928.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	18,000	55,000	17,000	Chicago	9,000	18,000	15,000	Kansas City	2,000	15,000	9,000
Kansas City	16,000	11,000	6,000	Kansas City	6,000	8,000	7,000	Omaha	600	2,500	2,000
Omaha	8,000	12,500	11,000	Omaha	5,500	10,000	5,000	St. Louis	700	9,500	5,000
St. Louis	5,000	12,000	4,000	St. Louis	4,000	14,000	4,000	St. Joseph	500	3,000	2,000
St. Joseph	5,000	10,000	5,000	St. Joseph	2,500	7,000	3,000	Sioux City	1,000	11,000	400
Sioux City	5,500	10,000	500	Sioux City	3,000	11,000	500	St. Paul	1,100	3,500	900
St. Paul	5,500	10,000	500	St. Paul	3,000	13,000	700	Fort Worth	3,500	900	100
Oklahoma City	1,100	1,800	100	Oklahoma City	800	1,000	200	Milwaukee	200	500	100
Fort Worth	6,500	1,200	1,200	Fort Worth	1,500	1,200	400	Denver	400	300	200
Milwaukee	300	300	100	Milwaukee	600	1,200	200	Wichita	500	1,300	200
Denver	1,000	3,500	3,000	Denver	200	500	500	Indianapolis	400	6,000	1,000
Louisville	1,800	1,000	2,500	Louisville	100	1,300	200	Pittsburgh	200	1,200	200
Wichita	1,400	2,000	100	Wichita	1,100	1,200	200	Cincinnati	500	3,700	1,100
Indianapolis	1,100	5,000	300	Indianapolis	1,200	6,000	1,500	Buffalo	500	1,400	700
Pittsburgh	700	2,300	300	Pittsburgh	100	600	200	Cleveland	200	600	400
Cincinnati	1,200	5,000	1,100	Cincinnati	500	3,000	2,700				
Buffalo	2,400	6,500	2,800	Buffalo	100	600	300				
Cleveland	700	3,300	1,200	Cleveland	300	1,800	800				
Nashville, Tenn.	1,000	1,000	2,000	Nashville, Tenn.	300	1,500	300				
Toronto	1,800	2,000	300	Toronto	300	100	500				

TUESDAY, JULY 10, 1928.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	10,000	13,000	7,000	Omaha	7,500	2,200	11,000	St. Louis	2,000	10,000	10,000
Kansas City	100	1,500	600	St. Louis	6,500	16,000	8,000	St. Joseph	2,000	10,000	2,000
Omaha	100	6,500	200	Saint Joseph	2,600	6,300	2,000	Sioux City	2,000	8,000	1,000
St. Louis	200	4,000	300	Sioux City	3,000	12,300	500	St. Paul	2,600	7,000	700
St. Joseph	100	3,000	3,700	St. Paul	1,400	5,200	500	Oklahoma City	1,100	1,000	100
Sioux City	100	6,000	200	Oklahoma City	800	1,000	200	Fort Worth	4,500	500	500
St. Paul	200	1,000	300	Fort Worth	4,300	1,000	2,000	Milwaukee	600	1,500	500
Oklahoma City	200	1,500	100	Milwaukee	800	1,800	200	Denver	500	1,400	500
Fort Worth	300	400	400	Denver	400	2,400	200	Louisville	700	1,700	600
Milwaukee	200	100	100	Louisville	100	1,000	1,000	Wichita	800	1,800	200
Denver	100	100	800	Wichita	400	1,000	1,000	Indianapolis	500	3,000	200
Louisville	100	500	1,100	Indianapolis	1,000	8,000	1,000	Pittsburgh	100	7,000	1,200
Wichita	1,400	2,000	100	Pittsburgh	100	1,200	200	Cincinnati	1,000	2,500	200
Indianapolis	1,100	5,000	300	Cincinnati	300	4,000	1,000	Buffalo	100	1,500	700
Pittsburgh	100	100	100	Buffalo	100	500	100	Cleveland	300	1,500	100
Cincinnati	200	1,700	800	Cleveland	100	1,800	500	Nashville, Tenn.	500	1,500	100
Buffalo	100	900	100	Nashville, Tenn.	100	500	1,000	Toronto	100	100	100
Cleveland	100	1,000	100	Toronto	1,500	500	1,000				
Nashville, Tenn.	100	300	1,400								
Toronto	100	100	100								

WEDNESDAY, JULY 11, 1928.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	18,000	55,000	17,000	Chicago	9,000	18,000	15,000	Kansas City	2,000	15,000	9,000
Kansas City	16,000	11,000	6,000	Kansas City	6,000	8,000	7,000	Omaha	600	2,500	2,000
Omaha	8,000	12,500	11,000	Omaha	5,500	10,000	5,000	St. Louis	700	9,500	5,000
St. Louis	5,000	12,000	4,000	St. Louis	4,000	14,000	4,000	St. Joseph	500	3,000	2,000
St. Joseph	5,000	10,000	5,000	St. Joseph	2,500	7,000	3,000	Sioux City	1,000	11,000	400
Sioux City	5,500	10,000	500	Sioux City	3,000	11,000	500	St. Paul	1,100	3,500	900
St. Paul	5,500	10,000	500	St. Paul	3,000	13,000	700	Fort Worth	3,500	900	100
Oklahoma City	1,100	1,800	100	Oklahoma City	800	1,000	200	Milwaukee	200	500	100
Fort Worth	6,500	1,200	1,200	Fort Worth	1,500	1,200	400	Denver	400	1,400	500
Milwaukee	300	300	100	Milwaukee	600	1,200	200	Louisville	200	500	100
Denver	1,000	3,500	3,000	Denver	200	500	500	Wichita	800	1,800	200
Louisville	1,800	1,000	2,500	Louisville	100	1,300	200	Indianapolis	1,186	2,000	1,700
Wichita	1,400	2,000	100	Wichita	100	1,200	1,000	Pittsburgh	1,186	2,000	1,700
Indianapolis	1,100	5,000	300	Indianapolis	1,200	6,000	1,500	Cincinnati	1,396	2,151	4,457
Pittsburgh	700	2,300	300	Pittsburgh	100	600	200	Boston	1,162	1,183	1,227
Cincinnati	1,200	5,000	1,100	Cincinnati	500	3,000	2,700	New York & Jersey City	9,611	11,000	8,000
Boston	2,400	6,500	2,800	Boston	100	600	300	Oklahoma City	4,411	5,000	3,128
New York & Jersey City	9,000	20,000	12,000	New York & Jersey City	10,000	18,000	15,000	Cincinnati	2,700	3,281	1,000
Oklahoma City	1,100	1,800	100	Oklahoma City	100	500	100	Total	93,503	129,716	100,000

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 12, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):

CHICAGO, E. ST. LOUIS, OMAHA, KANS. CITY, ST. PAUL.

Hvy. wt. (250-350 lbs.) med-ch. \$10.35@11.40 \$11.00@11.40 \$10.50@11.10 \$10.25@11.00 \$10.40@10.00

Med. wt. (200-250 lbs.) med-ch. 10.50@11.50 11.15@11.50 10.65@11.10 10.55@11.00 10.50@10.00

Ld. wt. (160-200 lbs.) com-ch. 10.20@11.45 10.75@11.50 9.50@11.00 9.40@10.90 9.75@10.90

LL. wt. (130-160 lbs.) com-ch. 9.25@11.25 9.25@11.00 8.50@10.40 8.40@10.50 8.25@10.00

Packing sows, smooth and rough. 9.25@10.45 9.15@9.75 8.75@10.00 8.50@9.65 9.10@9.75

Str. pigs (180 lbs. down), med-ch. 8.75@10.40 8.00@10.00 8.50@11.25 8.00@11.25 8.75@10.25

Av. cost and wt., lbs. (pigs excl.) 10.52-251 lb. 10.97-207 lb. 10.04-262 lb. 10.52-234 lb. 9.56-274 lb.

SAUER CATTLE AND CALVES:

STEERS (1,500 LBS. UP):

Good-ch. 14.50@16.15 14.00@15.85 13.35@15.50

STEERS (1,300-1,500 LBS.):

Choice 15.40@16.15 15.50@16.00 14.00@15.85 15.00@15.60 14.50@15.25

Good 14.50@15.40 14.50@15.50 14.00@14.90 13.35@15.00 13.50@14.50

STEERS (1,100-1,300 LBS.):

Choice 15.50@16.25 15.50@16.00 14.90@15.90 15.00@15.75 14.50@15.50

Good 14.50@15.50 14.50@15.50 14.00@14.90 13.35@15.15 13.50@14.50

STEERS (950-1,100 LBS.):

Choice 15

July 14, 1928.

THE NATIONAL PROVISIONER

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 7, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,100	2,820	9,000	11,688
Swift & Co.	4,021	2,860	11,300	12,843
Morris & Co.	1,816	518	12,100	2,922
Wilson & Co.	3,130	1,782	6,800	5,453
Anglo-Am. Prov. Co.	864	...	1,300	...
G. H. Hammond Co.	1,439	...	4,400	...
Libby	475	...	...	...
Brennan Packing Co.	5,700	hogs;	Miller & Hart,	
4,000 hogs;	Independent Packing Co.	3,100	hogs;	
Boyd, Lunham Co.	3,500	hogs;	Western Pack-	
ing & Provision Co.	7,600	hogs;	Roberts & Oake,	
3,600 hogs;	Agar Pkg. Co.	3,500	hogs;	others,
25,000 hogs.				
Totals: Cattle, 15,845; calves, 7,820; hogs, 100,-				
900; sheep, 32,896.				

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,600	745	1,729	4,102
Cudahy Pkg. Co.	2,160	756	2,030	5,518
Fowler Pkg. Co.	472	...	...	...
Morris & Co.	1,524	757	1,796	2,001
Swift & Co.	2,295	818	9,346	3,374
Local butchers	682	90	907	78
Total	11,836	3,621	18,003	18,794

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,175	6,804	9,221
Cudahy Pkg. Co.	2,888	7,525	10,548
Dold Pkg. Co.	939	5,661	...
Morris & Co.	1,129	3,022	3,505
Swift & Co.	3,534	6,825	10,493
Eagle Pkg. Co.	5	...	...
M. Glassburg	2	...	...
Hoffman Bros.	13	...	...
Mayerovich & Vall	6	...	...
Omaha Pkg. Co.	22	...	...
J. Rife Pkg. Co.	15	...	...
J. Roth & Sons	47	...	...
So. Omaha Pkg. Co.	56	...	...
Lincoln Pkg. Co.	217	...	...
John Morell & Co.	...	...	...
Eagle Pkg. Co.	227	...	...
T. M. Sinclair & Co.	156	...	...
Wilson & Co.	478	...	...
Other buyers	...	32,148	...
Total	13,909	61,885	33,767

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,010	111	8,582	354
Cudahy Pkg. Co.	1,882	138	7,987	494
Swift & Co.	1,456	187	4,485	273
Smith Bros.	18	17	...	...
Local butchers	90	65	...	...
Order buyers	1,771	4	24,190	...
Total	7,236	492	45,104	1,111

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,450	2,067	3,898	6,155
Armour & Co.	1,065	1,121	2,751	3,679
Morris & Co.	625	482	...	3,757
East Side Pkg. Co.	1,245	...	1,908	...
All others	3,004	1,076	10,623	1,459
Total	8,479	4,746	19,210	15,050

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,979	451	7,194	12,793
Armour & Co.	1,500	822	4,148	3,610
Morris & Co.	1,308	269	2,968	2,874
Others	1,761	3	7,928	1,443
Total	5,643	1,075	22,228	20,720

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,660	733	2,219	37
Wilson & Co.	1,388	565	2,251	37
Others	55	...	250	...
Total	3,113	1,298	4,720	74

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside buying	1,000	1,746	16,500	1,324
Kings & Co.	1,258	665	9,762	1,448
Indianapolis Abt. Co.	944	270	241	...
Armour & Co.	332	25	1,470	50
Bell Pkg. Co.	82	...	143	...
Brown Bros.	111	19	...	...
Hilgenmeier Bros.	4	...	781	...
Schaefer Pkg. Co.	28	...	219	...
Riverview Pkg. Co.	13	...	144	...
Mater Pkg. Co.	82	10	274	5
Ind. Prov. Co.	30	15	259	5
Art. Wabnitz	1	60	...	39
Mass-Hartman & Co.	18	5	...	...
Hoover Abt. Co.	20	...	225	...
Miscellaneous	448	84	424	622
Total	4,470	2,809	30,226	3,493

CINCINNATI.

Cattle. Calves. Hogs. Sheep.

C. A. Freund	66	49	141	...
S. W. Gall	7	7	687	...
J. Hilberg & Son	152	15	54	...
Gus. Juengling	171	88	45	...
E. Kahn's Sons Co.	783	256	4,807	385
Kroger Gro. & B. Co.	196	124	4,080	...
Lohrey Pkg. Co.	2	288	...	...
H. H. Meyer P. Co.	21	2,931	...	...
W. G. Rehn & Son	117	61	...	...
A. Sander Pkg. Co.	7	1,130	...	...
J. Schlaeter & Son	131	192	178	...
J. & F. Schroth Co.	13	3,284	...	...
Vogel & Son	7	414	...	...

Total 1,666 799 17,075 1,349

MILWAUKEE.

Cattle. Calves. Hogs. Sheep.

Plankinton Pkg. Co.	1,073	2,597	4,586	230
U. D. B. Co., N. Y.	53	...	...	...
R. Gunz & Co.	150	29	69	18
Armour & Co.	509	1,330	...	...
N.Y.B.D.M.Co., N.Y.	34	...	...	...
Butchers	295	330	113	272
Traders	244	131	8	72

Total 2,858 4,417 4,756 592

ST. PAUL.

Cattle. Calves. Hogs. Sheep.

Armour & Co.	2,127	2,749	10,549	352
Cudahy Pkg. Co.	263	982	...	...
Hertz Bros.	214	15	...	...
Swift & Co.	3,055	4,131	15,930	1,344
United Pak. Co.	1,295	152	2	...
Others	536	...	4,010	...

Total 7,480 8,029 30,489 1,698

WICHITA.

Cattle. Calves. Hogs. Sheep.

Cudahy Pkg. Co.	464	209	6,437	576
Dold Pkg. Co.	158	5	2,717	...
Wichita Dr. Beef Co.	16	...	...	...
Dunn-Ostergard	69	...	...	...
Keeffe-LeStourgeon	20	...	...	...

Total 727 214 9,154 576

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended July 7, 1928, with comparisons.

CATTLE.

Week ended July 7.

Prev. week.

Cor. week.

July 7.

1927.

	Week ended July 7.	Prev. week.	Cor. week.	July 7.	1927.
Chicago	15,845	19,613	26,700		
Kansas City	11,836	13,974	13,325		
Omaha	13,900	21,728	16,591		
St. Louis	8,479	10,167	18,795		
St. Joseph	6,543	8,820	6,312		
Sioux City	7,236	8,594	7,294		
Oklahoma City	8,113	2,721	2,388		
Indianapolis	30,226	15,630	14,659		
Cincinnati	17,075	37,941	15,889		
Milwaukee	4,756	5,983	5,221		
Wichita	9,154	13,231	5,681		
St. Paul	30,489	40,162	32,943		
Total	363,900	425,919	425,557		

SHEEP.

Chicago 32,886 50,983 41,200

Kansas City 18,794 20,976 18,678

Omaha 33,767 26,980 27,473

St. Louis 15,050 22,257 35,628

St. Joseph 20,720 24,973 19,087

Sioux City 7,4 1,724 1,248

Indianapolis 3,493 5,802 3,705

Cincinnati 1,349 1,335 839

Milwaukee 592 733 378

Wichita 576 1,131 297

St. Paul 1,088 1,541 1,203

Total 130,110 158,707 149,857

CHICAGO LIVESTOCK

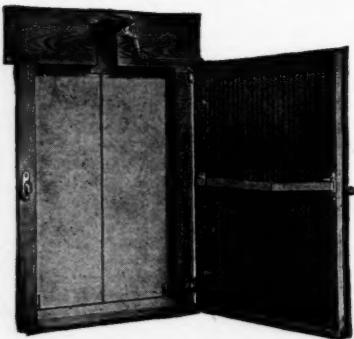
Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

Cattle. Calves. Hogs. Sheep.

Sat., June 30	336	140	4,218	2,268
Mon., July 2	2,15,974	4,386	47,132	14,907
Tues., July 3	1,65,950	5,085	53,750	6,974
Wed., July 4	1,12,185	2,160	30,524	10,227
Thur., July 5	1,12,185	2,160		

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When it's open
it's closed like this

— opening always closed unless filled with passing goods or man.

Cuts down so greatly the area of the opening and its duration that it is impossible for flow to get under way. No dry, cold air running out at bottom, no warm moisture-laden air running in at top to ruin goods, ice-coat pipes and increase refrigeration losses.

Thousands of users in all lines have found it saved its cost in a single August; made money for them all the rest of the year.

Shall we send full details?

Stevenson Cold Storage Door Co.

Makers of Cold Storage Doors since 1888

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Reliable
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From Factory to Consumer

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COLD STORAGE WAREHOUSES - REFRIGERATORS
ICE PLANTS - DRIES - FUR VAULTS.

LUSE-STEVENSON CO.

OFFICES IN
CHICAGO, ILLINOIS.

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ICE PLANTS - DRIES - FUR VAULTS.

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Chill Hogs the Modern Way

QUICKLY—To secure rapid turnover
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THOROUGHLY—To avoid souring troubles
ECONOMICALLY—To save 25% refrigeration

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Ice and Refrigeration

ICE NOTES.

The Peoples Ice & Cold Storage Co., Roanoke, Va., is erecting additions to its plant to cost \$90,000.

The Atlantic Ice & Coal Co., Knoxville, Tenn., is planning the erection of a cold storage building.

An ice and cold storage building will be built by the Atlantic Ice & Coal Co., Marion, Ga.

The Tampa Union Terminal Co., Tampa, Fla., has been organized to build a cold storage plant.

A contract has been let for the construction of a cold storage plant in Victoria, Tex. It is expected that it will be completed about October 1.

The Union Ice Co., Napa, Calif., has purchased property on which it will erect a cold storage plant. The development plans of the company involve the expenditure of \$300,000.

The Service Ice & Storage Co., Waycross, Ga., is planning the construction of an ice and cold storage plant.

The West Texas Utilities Co. has started the construction of a cold storage plant in Childress, Tex. When the first unit is finished it is planned to build additions as they are needed.

Glen Sample, Sweetwater, Tex., has purchased a warehouse which he will convert into an ice and cold storage plant.

The Fruit Growers Express has acquired a site in Aberdeen, N. C., on which will be erected a cold storage plant to cost \$350,000.

The Southern Fruit Co. is planning a cold storage plant in Charlotte, N. C. The project will cost \$100,000.

Construction of a modern, two story ice and cold storage plant has been authorized by the Evansville Ice & Storage Co., Evansville, Ind.

A modern cold storage plant will be built in Yakima, Wash., by the American Fruit Growers, Inc. The building will be 110 by 180 feet, two stories high and will cost about \$150,000.

The Miami Development Co., Miami, O., has purchased property on which will be built a cold storage plant to cost, with equipment, \$150,000.

William Loos, Zanesville, O., has purchased the cold storage plant of the Star Ice Co.

A cold storage plant to cost \$35,000 will be built in Durant, Okla., by the Oklahoma Gas & Electric Co.

The Anheuser-Busch, Inc., Cold Storage Co., is planning the erection of a cold storage plant at Woodhaven, L. I., N. Y.

The Van Nuys Ice & Cold Storage Co., Van Nuys, Calif., has been sold to the Union Ice Co.

PREVENTING CORROSION.

The following recommendations for retarding corrosion in refrigerating plants were made by the technical staff of the Massachusetts Institute of Technology to the American Society of Refrigerating Engineers. They are

thought to be sufficiently comprehensive to meet almost any situation that may occur in the range of their application.

For calcium chloride brine in closed systems it is recommended that 100 lb. of sodium dichromate ($Na_2Cr_2O_7 \cdot 12H_2O$) per thousand cubic feet of brine be added. In addition, there should be added sufficient caustic soda to convert the dichromate to the neutral chromate. For neutral brines this amount is 27 lb. per hundred pounds of dichromate; for ammoniacal brines the amount will, of course, be less and in some cases where the brine shows red with phenolphthalein after the dichromate is added, none will be needed.

The dichromate may be hung in a bag in the brine at a point of rapid circulation, or, when convenient, it is better to dissolve the retarder in a little warm water and pour the solution slowly into the circulating brine.

In making a new tank of brine, it is recommended that the brine be mixed in a separate tank, dichromate with no caustic added, and the whole be allowed to stand until the insoluble portion settles. After this is done, the clear brine may be pumped off into the new tank, cooled to the usual temperature, and not until then should the cans be placed in the brine. By following this procedure the abnormally high initial corrosion of the galvanizing on the cans can be largely eliminated.

For calcium-magnesium brines the same procedure recommended should be followed, except that 200 lb. of dichromate per thousand cubic feet of brine should be used. The method of making up the new brine is especially advisable.

For sodium chloride brine in closed systems, the use of sodium dichromate in the concentration of 200 lb. per thousand cubic feet of brine is recommended. The method of treatment as used for calcium chloride brine is applicable in the case of sodium chloride brine.

The use of sodium dichromate in open systems cannot be as strongly recommended as in the case of the closed systems, on account of the possible danger from "chrome itch." A number of satisfactory plant applications have been made which indicated that when the recommended concentration of dichromate is not exceeded, little trouble of this character occurs. Dichromate can safely be recommended so far as protection is concerned, and this committee gives instructions for sanitary precautions to be observed when it is used, but the responsibility for any treatment lies with the individual plant. The observance of the strictest cleanliness cannot be too strongly emphasized. In open systems the concentration of dichromate used should be the same as that for closed systems.

For sodium brines in open systems, the use of disodium phosphate ($Na_2HPO_4 \cdot 12H_2O$) is recommended. The proper concentration to use is 100 lb. per thousand cubic feet of brine, and should be renewed once each month. The brine must be kept neutral, or very slightly acid by the addition of muriatic acid if necessary. If

phenolphthalein is used to test the brine and a pink color is observed, the acid should be added until the color disappears. If the universal indicator is used, the color should be yellow. The retarder should be dissolved in hot water and added slowly to the brine at a point in front of the agitators.

The use of sodium silicate, or water glass, is recommended for condenser systems using fresh water without recirculation. No universal rule can be given for the amount to use, due to variations in local conditions. In general 1.5 gal. of 40 deg. Be. silicate per day per thousand cubic feet of makeup water should be used at first. This amount should cause the water to show pink to phenolphthalein after one hour, and if this coloration is not obtained at the end of one week's application, the additions should be increased.

Sodium dichromate is recommended for recirculating condenser systems which use water containing salt. The recommended concentration is 6.5 lb. per thousand cubic feet of makeup water. Caustic soda equal to 1.7 lb. per thousand cubic feet should also be added.

It is recommended that condensers be kept free from slime and scale at all times, especially during the summer months. The formation of a coating on the pipes raises power costs considerably, and, it seems safe to say that, in the average plant, the condensers are cleaned far too seldom. Efficient water distribution is equally important in obtaining efficient heat transfer.

FRENCH MEAT IMPORTS SMALL.

Unsatisfactory conditions for American packers in French markets are reported by the foreign service of the U. S. Department of Commerce. Meat importers are said to be feeling very strongly the effects of the March 16 duty increases.

American packers are cut out almost entirely, the reports state, from the local market for ham and bacon, owing to heavy local slaughtering and to a number of lots of frozen pork which have been disposed of in Paris through the Russian commercial office. Paris prices on hams remain fairly steady at around 11 francs.

The market for fat backs, bacon, picnics, and so forth, is practically dead as the result of a plentiful domestic supply. Furthermore, Dutch prices for these products are quoted at from two or three dollars below the American products. On the other hand the recent increase in French tariffs has cut off exports of Dutch fat backs and bacon to France.

Previous to the increase in French duties a certain trade existed in provisions arriving at the port of Antwerp and re-exported to Northern France, but this business of the American packers is now seriously handicapped and it is reported that all trade with France in these commodities is practically paralyzed at the present time.

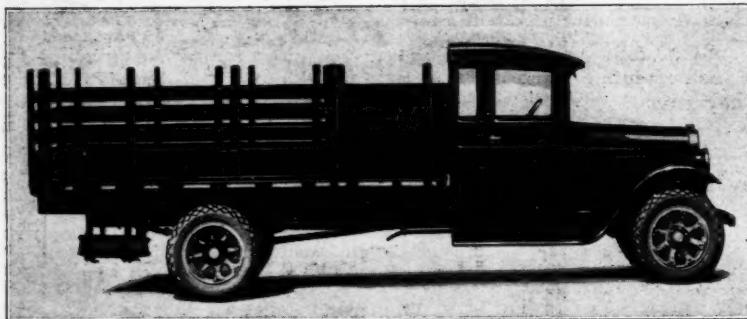
NEW 1½-TON MEAT TRUCK.

Among the features which make the new Graham 1½-ton truck especially suitable for hauling meats are the increased power and flexibility, and greater operating ease and safety, provided by the new six-cylinder power plant, eleven-inch single plate clutch, four speed heavy duty truck transmission, and Lockheed hydraulic internal expanding brakes operating in sixteen-

engine warm when the truck is left standing. Both are said to contribute to the high fuel mileage obtained.

The new 1½-ton chassis is available in two wheelbases, 150 inch for bodies with 10 foot loading space and 165 inch for bodies with 12-foot loading space. The cab has been redesigned to afford greater comfort and better vision.

The 1½-ton model is only one of the complete line of six-cylinder trucks



TRUCK ESPECIALLY SUITABLE FOR HAULING MEAT.

New six cylinder Graham truck being made in capacities from $\frac{1}{2}$ to 2½ tons. They are equipped with four-wheel brakes and, in the larger models, with four-speed transmission. Several body styles are offered.

inch drums on all four of the wheels. The new 6-cylinder engine has a bore and stroke of $3\frac{1}{2} \times 4\frac{1}{2}$ inches and displacement of 207.99 cu. in. The crank-shaft is machined all over and is supported on seven main bearings having a combined projected area of 24.15 square inches.

A temperature indicator is provided in the instrument panel, and a thermostat automatically controls the temperature of the cooling water in the cylinder jackets. A radiator shutter makes it possible for the driver to warm the engine up more quickly, and to keep the

recently announced by Graham Brothers, the truck manufacturing division of Dodge Brothers, Inc. The capacities range from $\frac{1}{2}$ ton to 2½ tons, and bodies are offered to supply almost every conceivable hauling need. All capacities are fitted with four wheel brakes, and all but the two smaller models—the Merchants Express and the commercial truck—have four-speed transmissions. All have hand brakes operating on drums on the propeller shaft. The hand brake drums on the 1½ and the 2½ ton models employ 8-inch drums with bands 3 inches wide.

HIGH PRESSURE MEAT WASHING

A new development in high pressure washing has been made recently in a machine for washing S. P. and D. g. meats preparatory to their going into the smokehouse.

Essentially the device consists of a galvanized housing or hood on a frame of angle irons through which is operated an endless slat conveyor on which the meats to be washed are placed. Six water nozzles are located above, six below and one on each side of the conveyor, so that all surfaces of the meat are covered regardless of how it may be placed on the conveyor.

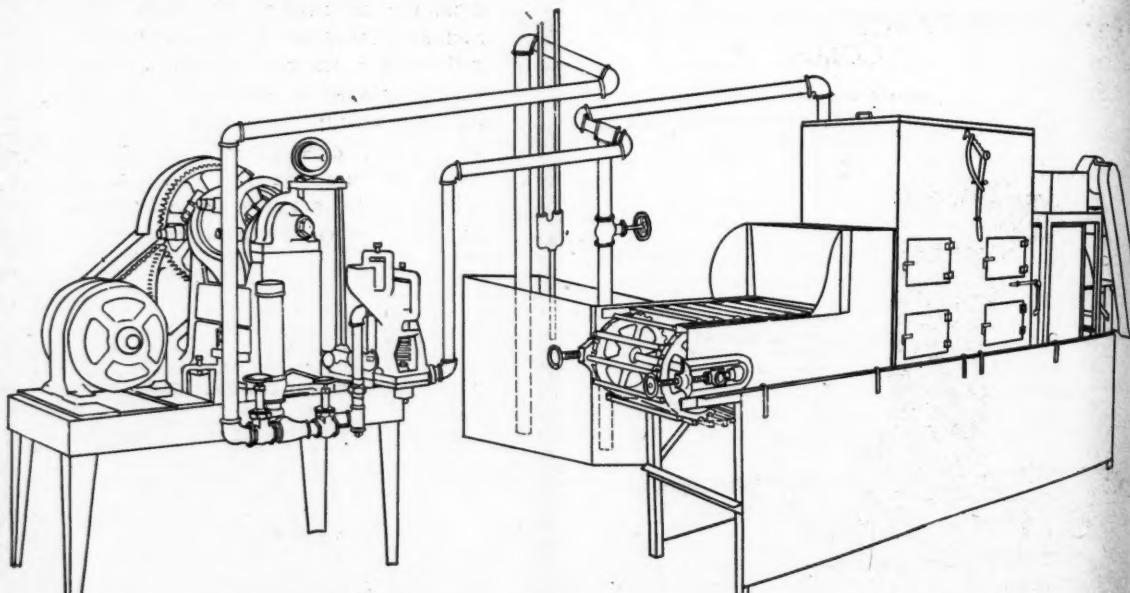
These nozzles are designed for meat washing and are so constructed that the water passing through them is revolved at a high speed. Imparting this motion to the water, it is said, gives it a lifting rather than a driving effect, and permits it to do a more thorough job of cleaning. Each nozzle is equipped with a screen, which minimizes the possibility of the disc becoming plugged with foreign matter.

The conveyor operates at a speed of 44 or 56 ft. per minute and the capacity of the machine is 450 or 650 lbs. of meat per minute.

The water consumption is 12 to 16 gallons per minute. A water pressure of from 300 to 400 lbs. is furnished by a pump of special construction containing no stuffing boxes. The cylinders are porcelain-lined, and the other parts are so constructed that there can be no injury to the pump from hot water or cleaning chemicals.

Power to drive the conveyor is furnished by a $\frac{1}{2}$ -horse power motor operating through a gear reducer. The motor is placed outside the housing and above the washing unit.

The washer is being manufactured by the Rowe Electric Co., Cedar Rapids, Iowa.



MEAT WASHER USING HIGH PRESSURE WATER HAS LARGE CAPACITY.

This combination of high pressure pump and meat washer is able to handle from 450 to 650 lbs. of meat per minute with a water consumption of 12 to 16 gallons. A water pressure of from 300 to 400 lbs. is used. The nozzles are of special design and impart a whirling motion to the washing water.

STOP O V E R W E I G H T

UNCES become pounds, pounds become tons. Overweight losses quickly become a

ERY serious drain on ANY business. Why not stop these continuous losses now with

XACT WEIGHT SCALES? These precision instruments weigh anywhere. They never

EQUIRE leveling. . . And they enable even your unskilled help to take precision

EIGHTS with speed and accuracy in fractional ounces. By making overweights VISIBLE

XACT WEIGHT SCALES safeguard profits and get the last possible package from bulk weight.

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ET THE facts. Write for our list of well known food packers in the United States who

AVE found "EXACT WEIGHT" SCALES to be of indispensable service in their plants.

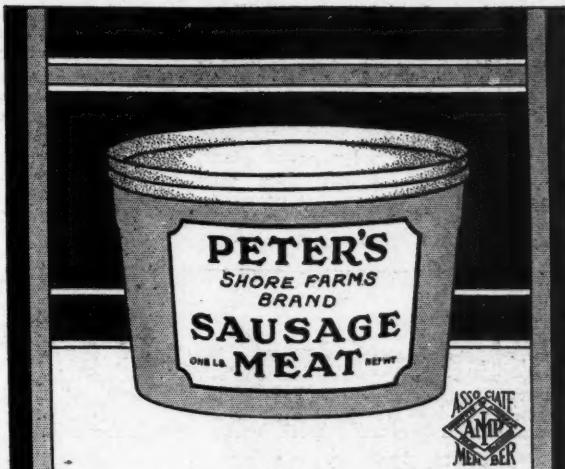
HE EXACT WEIGHT SCALE COMPANY

(Formerly the Smith Scale Co.)

907 W. Spring St., Columbus, Ohio



"EXACT WEIGHT"
SCALES weigh from
1/100 oz. to 1,000 lbs.
There are many models
to choose from.



**Its Construction
and Appearance
make it THE package
for sausage meat**

Great strength affording positive protection of contents . . . built especially for a definite purpose . . . the KLEEN KUP offers superior advantages as a package for sausage meat. Users in the packing industry will tell you that its rugged strength and protecting qualities are assurance that their products will reach the consumer in perfect condition. Its exclusive features of construction together with its great attractiveness when displayed make it THE medium for successfully increasing sales volume . . . even where competition makes it "hard going." Tell us to place a set of samples on your desk. Sizes one ounce to ten pounds.

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*The Package That
Sells Its Contents*

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NEWARK, NEW JERSEY

J. C. Wood - Robt. Burrows

 Give Each Order Their Personal Attention
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On request, our complete provision, fresh meat, packinghouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

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Chicago Section

R. S. Sinclair, president of T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., spent several days in Chicago this week.

E. C. Merritt, general manager of the St. Louis Independent Packing Co., St. Louis, Mo., transacted business in the city this week.

W. E. Hoagland, superintendent of the plant of the Louisville Provision Co., Louisville, Ky., was in Chicago last week for a business visit.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 23,943 cattle, 8,925 calves, 57,881 hogs and 40,352 sheep.

Harry Freeman, of Rumsey & Co., well-known packinghouse expert, is absent from the floor of the Board of Trade this week on his vacation.

George W. Martin, of the Chicago office of John Morrell & Co., with his wife, has left on a vacation in the West. They will visit in Los Angeles, Calif., and at other points of interest.

George L. Franklin, president and general manager of the Dunlevy-Franklin Co., Pittsburgh, Pa., packers, was a business visitor in the city this week.

George Gleason, in charge of the beef department of the brokerage firm of Dan W. Gallagher, has been spending the past two weeks on a vacation in the East.

Walter Hulme, packinghouse products broker, is on a motor trip with his family through Indiana, Ohio and Kentucky. Of course Walter could not resist calling on his friends in the trade as he toured.

E. L. Hicks, Jr., well-known provision expert with Cross, Roy, Eberhart & Harris, with his wife has left the city on a vacation. He expects to be gone several weeks during which time he will visit points of interest in the West and Canada.

R. R. Pinkney, general manager of the Nuckolls Packing Co., Pueblo, Colo., was in Chicago this week in the course of an Eastern trip. Mr. Pinkney has many friends in the East who are glad to know of his success in his new connection.

The E. G. James Co. has announced that D. A. Bell, formerly president of the Bell Packing Co., Indianapolis, Ind., and later in the brokerage business in that city, has become a member of the organization of the Boston office of the company.

Wesley Hardenbergh, assistant vice-president of the Institute of American Meat Packers, is the proud father of a nine-pound boy, who arrived at the Evanston hospital on Tuesday, July 10, and is already in training as a public relations expert.

The latest heat wave in the Middle

West is attributed to the approach of that periodic sun spot known in the sausage trade as Sam Stretch of New York, who is due in this vicinity during the coming week. Neither solids nor liquids disturb Sam.

Provision shipments from Chicago for the week ended July 7, 1928, with comparisons, are reported as follows:

	Cor. week,	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	17,114,000	19,094,000	11,393,000	
Fresh meats, lbs.	27,338,000	33,556,000	32,927,000	
Lard, lbs.	4,158,000	6,764,000	3,048,000	

H. J. Larison, sales manager of the Home Packing & Ice Co., Terre Haute, Ind., has the sympathy of his friends in the industry in the loss of his wife, Mrs. Mary Larison, who passed away at the age of 43 at their home in Terre Haute on July 5 after an illness of fourteen months. Her husband and her father, Thomas Hale, survive her.

LAKE EXPANDS ON COAST.

Development of his provision and by-product business on the Pacific Coast, as well as extension of his import and export business in both vegetable and animal oils, has caused W. J. Lake of Seattle to expand his organization by opening an office at Portland, Ore. W. J. Lake & Co., Inc., now have what is claimed to be the largest brokerage and import and export business on the Coast.

It was about eight years ago that W. J. Lake, well-known as a sales executive with large packinghouse organizations, went to Seattle and established a packinghouse brokerage business. This has now expanded into an organization with three departments. One specializes in provisions, fats and vegetable oils, another in by-products such as tankage, bones, meat scraps, etc. Feeding concentrates are also



W. J. LAKE.
Head of W. J. Lake & Co., Pacific Coast brokers, importers and exporters.

heavily imported from the Orient, and tankage, bones and inorganic fertilizer materials from Europe. There is also an importing and exporting department which features other export merchandise produced in the Northwest.

Opening of the Portland office is the beginning of a conservative expansion program to take care of growing foreign as well as domestic business.

QUALITY WINS IN MEAT TRADE.

Ernst Terhardt, long a leading figure in the hotel and restaurant supply trade in Detroit, has joined the Chicago Packing Company of that city in the capacity of vice president. This company is engaged exclusively in the supply of meats, poultry and game for hotels, clubs, restaurants and allied institutions. It takes great pride in the reputation it enjoys in Detroit.

Commenting on the policy of the company, Mr. Terhardt said: "Our policy is plain. Selling quality merchandise at a fair profit—cutting prices is foreign to us. Sanitation we consider a very important factor. We cooperate with the health authorities as well as the inspection bureaus.

"We always keep ourselves informed on business outlook and progress and believe it to be our duty to give out all such information which benefits our trade. In that respect THE NATIONAL PROVISIONER tells us almost all we want to know."

The company has been in operation in Detroit for more than 20 years. The president is S. Baer, who has been associated with the meat industry throughout his entire business career. The secretary-treasurer of the company, Fred Alexander, learned the meat trade in Germany.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended July 5, 1928, with comparisons:

BUTCHER STEERS.				
	1,000-1,200 lbs.	Week ended July 5.	Prev. week.	Same week, 1927.
Toronto	\$12.25	\$12.00	\$ 9.00	
Montreal	11.75	11.00	8.65	
Winnipeg	12.00	11.25	8.50	
Calgary	9.50	9.50	6.75	
Edmonton	9.50	9.50	8.50	
Pr. Albert	9.50	9.25	8.00	
Moose Jaw	10.00	10.25	7.50	
Saskatoon	9.00	9.25		

VEAL CALVES.				
	1,000-1,200 lbs.	Week ended July 5.	Prev. week.	Same week, 1927.
Toronto	\$14.50	\$14.50	\$12.00	
Montreal	12.50	12.00	10.25	
Winnipeg	13.00	13.00	11.00	
Calgary	11.50	12.00	10.00	
Edmonton	11.00	11.00	10.00	
Pr. Albert	9.00	9.50	7.00	
Moose Jaw	11.00	11.00	9.40	
Saskatoon	10.00	12.00		

SELECT BACON HOGS.				
	1,000-1,200 lbs.	Week ended July 5.	Prev. week.	Same week, 1927.
Toronto	\$12.75	\$12.50	\$ 9.75	
Montreal	12.50	12.50	10.00	
Winnipeg	11.40	11.15	9.50	
Calgary	11.25	11.00	9.50	
Edmonton	11.25	11.10	10.00	
Pr. Albert	11.35	11.35	8.00	
Moose Jaw	11.15	11.00	9.40	
Saskatoon	11.10	10.85		

GOOD LAMBS.				
	1,000-1,200 lbs.	Week ended July 5.	Prev. week.	Same week, 1927.
Toronto	\$16.50	\$18.00	\$15.50	
Montreal	17.00	17.00	13.50	
Winnipeg	14.00	15.50	13.00	
Calgary	16.00	16.00	11.50	
Edmonton	15.00	16.00	13.00	
Pr. Albert	15.00	15.00	13.00	
Moose Jaw	14.00	15.00	13.00	
Saskatoon	14.00	15.00	13.00	

July 14, 1928.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday.

		July 12, 1928.			
		Regular Hams.			
8-10	20%	Green.	S. P.	LARD—	Open. High. Low. Close.
10-12	20%		Sept.	July .12.10	12.10 12.10 12.10
12-14	20%		Sept.	12.42 1/2	12.45 12.40 12.40
14-16	20%		Dec.	12.70	12.70 12.65 12.67 1/2
16-18	20%				
18-20	20%				
20-22	20%				
10-16 Range	20%				
16-22 Range	20%				

S. P. Boiling Hams.

		H. Run.			
		Select.			
16-18	20	20%	S. P.	LARD—	Open. High. Low. Close.
18-20	20	20%	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
20-22	20	20%	Sept.	12.40	12.40 12.15 12.15
			Oct.	12.55	12.55 12.30 12.30
			Nov.	12.55	12.55 12.30 12.30
			Dec.	12.47 1/2	12.50 12.35 12.35
			Jan.	12.95	12.95 12.70 12.70

Skinned Hams.

		Green.			
		Select.			
10-14	22	18 1/2	S. P.	LARD—	Open. High. Low. Close.
14-16	21 1/2	18 1/2	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
16-18	21	18 1/2	Sept.	12.40	12.40 12.15 12.15
18-20	18 1/2	18 1/2	Oct.	12.55	12.55 12.30 12.30
20-22	18 1/2	18 1/2	Nov.	12.55	12.55 12.30 12.30
22-24	17 1/2	17 1/2	Dec.	12.47 1/2	12.50 12.35 12.35
24-26	16 1/2	16 1/2	Jan.	12.95	12.95 12.70 12.70
25-30	15 1/2	15 1/2			
30-35	14 1/2	14 1/2			

Picnics.

		Green.			
		Select.			
4-6	18 1/2	18 1/2	S. P.	LARD—	Open. High. Low. Close.
6-8	18 1/2	18 1/2	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
8-10	18	18	Sept.	12.40	12.40 12.15 12.15
10-12	18 1/2	18 1/2	Oct.	12.55	12.55 12.30 12.30
12-14	18 1/2	18 1/2	Nov.	12.55	12.55 12.30 12.30
			Dec.	12.47 1/2	12.50 12.35 12.35
			Jan.	12.95	12.95 12.70 12.70

Bellies.*

		Green.			
		Select.			
6-8	18 1/2	18 1/2	S. P.	LARD—	Open. High. Low. Close.
8-10	18 1/2	18 1/2	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
10-12	18 1/2	18 1/2	Sept.	12.40	12.40 12.15 12.15
12-14	18 1/2	18 1/2	Oct.	12.55	12.55 12.30 12.30
14-16	17 1/2	17 1/2	Nov.	12.55	12.55 12.30 12.30
16-18	16 1/2	16 1/2	Dec.	12.47 1/2	12.50 12.35 12.35
			Jan.	12.95	12.95 12.70 12.70

*Square Cut and Seedless.

D. S. Bellies.

		Clear.			
		Select.			
14-16	15%	15%	S. P.	LARD—	Open. High. Low. Close.
16-18	15 1/2	15 1/2	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
18-20	15%	15%	Sept.	12.40	12.40 12.15 12.15
20-22	15 1/2	15 1/2	Oct.	12.55	12.55 12.30 12.30
25-30	15%	15%	Nov.	12.55	12.55 12.30 12.30
30-35	15	15	Dec.	12.47 1/2	12.50 12.35 12.35
35-40	14 1/2	14 1/2	Jan.	12.95	12.95 12.70 12.70
40-50	14 1/2	14 1/2			

D. S. Fat Backs.

		10%			
		11			
14-16	15%	15%	S. P.	LARD—	Open. High. Low. Close.
16-18	15 1/2	15 1/2	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
18-20	15%	15%	Sept.	12.40	12.40 12.15 12.15
20-22	15 1/2	15 1/2	Oct.	12.55	12.55 12.30 12.30
25-30	15%	15%	Nov.	12.55	12.55 12.30 12.30
30-35	15	15	Dec.	12.47 1/2	12.50 12.35 12.35
35-40	14 1/2	14 1/2	Jan.	12.95	12.95 12.70 12.70
40-50	14 1/2	14 1/2			

D. S. Fat Backs.

		11			
		11 1/2			
14-16	15%	15%	S. P.	LARD—	Open. High. Low. Close.
16-18	15 1/2	15 1/2	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
18-20	15%	15%	Sept.	12.40	12.40 12.15 12.15
20-22	15 1/2	15 1/2	Oct.	12.55	12.55 12.30 12.30
25-30	15%	15%	Nov.	12.55	12.55 12.30 12.30
30-35	15	15	Dec.	12.47 1/2	12.50 12.35 12.35
35-40	14 1/2	14 1/2	Jan.	12.95	12.95 12.70 12.70
40-50	14 1/2	14 1/2			

D. S. Rough Ribs.

		12			
		12 1/2			
45-50	18%	18%	S. P.	LARD—	Open. High. Low. Close.
55-60	18%	18%	Sept.	July .12.00	12.00 11.87 1/2 11.87 1/2
65-70	18%	18%	Sept.	12.40	12.40 12.15 12.15
75-80	18%	18%	Oct.	12.55	12.55 12.30 12.30

		13			
		13 1/2			
Other D. S. Meats.		S. P.	LARD—	Open. High. Low. Close.	
Extra Short Clears.	35-45	14	Sept.	July .12.30	12.32 1/2 12.27 1/2 12.32 1/2
Extra Short Ribs.	35-45	14	Oct.	12.47 1/2	12.47 1/2 12.45 12.47 1/2
Regular Plates.	6-8	11 1/2	Nov.	12.50	12.50 12.50 12.50
Clear Plates.	4-6	9 1/2	Dec.	12.50	12.52 1/2 12.47 1/2 12.52 1/2
Jowl Butts.	9 1/2	9 1/2	Jan.	12.95	12.95 12.95 12.95
Lard.					
Prime steam, tierces.	12.02 1/2				
Prime steam, loose.	11.32 1/2				

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JULY 7, 1928.

Open. High. Low. Close.

LARD—

July .12.10 12.10 12.10 12.10

Sept. .12.42 1/2 12.45 12.40 12.40

Oct. .12.70 12.70 12.65 12.67 1/2

CLEAR BELLIES—

July .15.12 1/2 15.15 15.12 15.15

Sept. .15.27 1/2 15.30 15.27 15.30

Oct. .15.27 1/2 15.30 15.30 15.30

SHORT RIBS—

July .13.50 13.55 13.50 13.55

Sept. .13.42 1/2 13.45 13.42 1/2

Oct. .13.42 1/2 13.45 13.42 1/2

FRIDAY, JULY 13, 1928.

Open. High. Low. Close.

LARD—

July .12.10 12.10 12.10 12.10

Sept. .12.35 12.37 1/2 12.32 1/2 12.35 1/2

Oct. .12.50 12.52 1/2 12.47 1/2 12.50 1/2

Nov. .12.50 12.52 1/2 12.47 1/2 12.50 1/2

Dec. .12.52 1/2 12.60 12.52 1/2 12.55 1/2

Jan. .12.97 1/2 12.95 12.92 1/2 12.95 1/2

CLEAR BELLIES—

July .15.10 15.27 1/2 15.10 15.25

Sept. .15.25 15.37 1/2 15.22 1/2 15.35

Oct. .15.27 1/2 15.42 1/2 15.27 1/2 15.42 1/2

SHORT RIBS—

July .13.50 13.55 13.50 13.55

Sept. .13.42 1/2 13.45 13.42 1/2

Oct. .13.42 1/2 13.45 13.45 1/2

FRI., JULY 14, 1928.

Open. High. Low. Close.

LARD—

July .12.10 12.10 12.10 12.10

Sept. .12.35 12.37 1/2 12.32 1/2 12.35 1/2

Oct. .12.50 12.52 1/2 12.47 1/2 12.50 1/2

Nov. .12.50 12.52 1/2 12.47 1/2 12.50 1/2

Dec. .12.52 1/2 12.60 12.52 1/2 12.55 1/2

Jan. .12.95 12.97 1/2 12.92 1/2 12.95 1/2

CLEAR BELLIES—

July .15.10 15.27 1/2 15.10 15.25

Sept. .15.25 15.37 1/2 15.22 1/2 15.30

Retail Section

Who Sells Meat at Retail?

Census Figures Cause Dealer to Stop and Think

By Everett B. Wilson, Department of Retail Merchandising, Institute of American Meat Packers.

Consumers spend \$25.01 per year per person in retail meat stores.

The average retail meat store serves an average of 1,189 inhabitants; grocery stores serve only 325 persons.

Of the total money spent for food, 15.32 per cent is spent for meat and poultry.

Of all money spent by consumers in retail stores, 4.37 per cent is spent for meat and poultry.

These interesting facts were developed by the recent census of distribution which was taken during 1927 in eleven cities throughout the country. The figures developed by the census and the percentages just given apply, of course, only to these eleven cities, but may be considered fairly representative of the situation in other cities throughout the country.

The cities in which the survey was made range in population from 25,600 (Fargo, North Dakota) to 3,047,600 (Chicago, Ill.). The other cities having intermediate populations are Atlanta, Baltimore, Denver, Kansas City, Mo., Providence, San Francisco, Seattle, Springfield, Ill., and Syracuse, N. Y. This census was conducted by the Chamber of Commerce of the United States and the U. S. Bureau of the Census in co-operation.

The figures show that there were 5,222 independent retail meat stores in these cities. In the official report these stores were designated as meat, poultry and fish stores. The chain meat stores numbered 490.

Small Volume of Single Retailer.

Equally interesting figures regarding the volume of business of retail meat stores were developed during the survey. For example, it was found that the average volume of business for all independent retail meat stores is \$27,903—about \$537 per week.

Twenty-seven per cent. of the independent retail meat dealers—one out of every four dealers—do a business of less than \$10,000 a year, and the business done by these dealers is only 5 per cent of the total for all independent meat stores.

Although chain stores constitute only 8.6 per cent of the total number of meat stores, they do 14.2 per cent of the total volume of business. The average volume of business in chain meat stores is \$950 per week, as compared with \$537 per week in independent retail meat stores.

The report shows that 608 or 11½ per cent of the stores do a business of less than \$5,000 a year, or less than \$96 per week, and that 799, or nearly 15½ per cent of the stores, do a business between \$5,000 and \$10,000 per year or less than \$192.30 per week.

E. M. West, a well-known marketing

authority, in commenting on the census figures for all retail lines, indicated that the retailers whose annual volume was less than \$10,000 a year hardly can be operating at a profit. It likewise is obvious that a dealer whose volume is less than \$10,000 cannot be making a very satisfactory living out of his enterprise.

No Profit in Small Business.

In the retail meat business the retailers margin seldom exceeds 25 per cent of his sales price. Thus, the meat dealer doing a business of \$10,000 a year has only \$2,500 to cover his personal living expenses and all operating expenses, such as rent, wages to employees (if any), heat, light, power, interest, depreciation, delivery, credit losses, etc.

Moreover, it must be kept in mind that many of the 1,407 dealers in the two low volume groups did appreciably less than \$10,000 business a year, and therefore have an even smaller margin from which to obtain a profit or a living wage.

Although the percentage of small volume dealers is relatively large in the retail meat business, the percentage is even greater in many other retail lines. The census of distribution lists 44 types of retail outlets, that is, 44 lines of retail business. In only seven of these lines was the percentage of outlets doing a business of less than \$10,000 per year smaller than in the retail meat group. Among fruit and vegetable stores the small outlets were exceedingly numerous.

The percentage in the other food lines was as follows:

	Percentage of Small-Volume Dealers	Percentage of Total Volume Handled
Meats, Poultry and Fish	27	5
Bakery	36	8
Restaurants	45	8
Dairy and Poultry	47	2.4
Grocery and Delicatessen	49	14
Fruit and Vegetable	57	17

Compared with Other Food Lines.

Although the census of distribution covers all retail lines, comparisons of the volume of sales in retail meat stores with the volume in other food stores are of greatest interest. The survey shows that 28 per cent of all money spent by consumers in retail stores is spent for food. In other words, 28c out of the consumer's dollar goes for food. Of the total dollar, 4.37 cents are spent for meat and poultry, as has been pointed out (meat and poultry are classed together throughout the report, and in some classifications

TABLE I.
Meat, Poultry and Fish Stores.
(Retail Meat Stores.)

Total Stores	5,712
Sales	\$169,912,100
Independent	Chain
Number of stores	5,222 490
Per cent of total	91.4 8.6
Sales	\$145,708,900 \$24,203,200
Per cent of total	85.8 14.2
Average sales per store	\$27,903 \$ 49,394
Independent Stores.	
No. P. C.	P. C.
Annual Sales	Stores Total
Less than \$5,000	608 11,644
\$5,000 to \$9,999	793 15,340
\$10,000 to \$24,999	2,015 38,590
\$25,000 to \$49,999	1,188 22,750
\$50,000 to \$99,999	466 8,922
\$100,000 to \$249,999	118 2,260
\$250,000 to \$499,999	22 42
\$500,000 to \$995,999	3 .06
\$1,000,000 and over	3 .06
Totals	5,222 100.00
	\$145,708,900 100.00

TABLE II.
Retail Sales by Commodity Groups.
(Division of Consumer Food Dollar.)

	Outlets	Sales	Per cent.
Groceries and Delicatessen	23,850	\$ 403,886,700	33.54
Meals	9,481	268,031,000	22.26
Meat and Poultry	13,400	184,527,100	15.32
Milk, Butter, Cheese and Eggs	11,440	100,543,500	8.35
Confectionery, Ice Cream and Soft Drinks	22,189	90,213,600	8.24
Bakery Products	13,728	75,981,800	6.31
Vegetables	10,153	31,010,900	2.58
Fruits and Nuts	9,625	30,742,500	2.55
Fish and Other Sea Food (fresh)	1,639	10,204,000	.85
Totals	115,515	\$1,204,096,400	100.00

TABLE III.
Sales Per Capita.

Kind of Business	Sales Per Capita
Grocery and Delicatessen	\$ 7.92
Meat, Poultry and Fish	25.01
Dairy and Poultry Product	10.45
Bakery	9.42
Fruit and Vegetable	5.35

TABLE IV.
Number of Inhabitants Per Store.

Kind of Business	Number of Inhabitants	Number of Establishments
Bakery	2,606	2,548
Dairy and Poultry Product	577	11,772
Fruit and Vegetable	2,706	2,510
Grocery and Delicatessen	20,886	325
Meat, Poultry and Fish	5,712	1,189

TABLE V.
Average Sales Per Establishment.

Kind of Business	Average Sales Per Establishment
Dairy and Poultry Product	\$123,000
Meat, Poultry and Fish	29,747
Bakery	23,092
Grocery and Delicatessen	23,389
Fruit and Vegetable	13,373

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fish also is included with meat and poultry).

Table II shows the division of the consumer's FOOD dollar.

It will be noted that consumers spend more than twice as much for groceries and delicatessen products as for meats and poultry, and almost as much for meat and poultry as for milk, butter, cheese, eggs, confectionery, ice cream, and soft drinks. Moreover, consumers spend somewhat more for meat and poultry than they do for vegetables, fruits, nuts, fish, and other sea foods combined. The figures show also that 22 per cent of all money spent for food is spent for meals in restaurants.

Food Sales Per Capita.

The figures on food sales per capita are shown in table III.

The figures show that, although consumers spend \$25.01 per year per person in retail meat stores, they spend almost three times as much (\$71.92) in grocery and delicatessen stores, many of which sell some meat. The expenditure per capita in retail meat stores is almost exactly equal to the expenditure per capita for dairy products, poultry products sold elsewhere than in meat stores, bakery goods, fruits, and vegetables combined.

Table IV shows the average number of inhabitants served by each class of food store.

Average Sales Per Store.

The average sale per establishment is greater in retail meat stores than in any other class of retail food establishment, except those selling primarily dairy and poultry products. Figures bearing on this point are shown in Table V.

Consumers in the cities named make more than 6.37 per cent of their expenditures in restaurants. As has been mentioned previously, 22.26 per cent of the food dollar is spent in restaurants for meals.

The survey shows that 15.1 per cent of all retail outlets in these cities were chain stores, whereas only 8.6 per cent of the retail meat stores were classed as chain stores. Chain stores in the retail meat business did 14.2 per cent of the total volume, but did 28.7 per cent of the total volume in all retail lines.

Chain Stores Compared.

The following table shows the percentage of chain stores among other types of food outlets and in unrelated retail lines:

	P. C. Chain Store Outlets	P. C. Total Sales Chain Stores
Bakery Shops	9.3	11.4
Boot and Shoe Stores	27.3	51.8
Clothing and Furnishing Stores— Men's Ready-to-Wear	12.3	19.0
Dairy and Poultry Product Stores ..	10.9	44.0
Drug Stores	11.8	29.9
Fruit and Vegetable Stores	15.7	9.5
Gasoline and Oil Stations	46.4	73.5
Grocery and Delicatessen Stores ..	21.0	41.3
Meat, Poultry and Fish Stores	8.6	14.2
Restaurants	12.2	33.6

Retail Shop Talk

CHECK THIS LIST.

Here are the items that ought to go into your cost of doing business. Check them over and see that none of them are omitted:

Rental of all property used in connection with the business, charged at the rate the same property would bring if rented to others.

Interest on all investment in the business, apart from property mentioned in paragraph above.

All wages to employees, including your own salary and that of any members of the family working in the business, full time or part time.

Depreciation on all merchandise worth less than the price paid for it.

Depreciation on all property, equipment and fixtures used in the business.

Sums donated or subscriptions paid when not properly a part of the personal or family expense.

Allowance for merchandise stolen, lost, damaged.

Amount of uncollectible accounts, figured at amount of actual loss to the store, exclusive of expected profit.

Fees to attorneys, collection agencies or other service concerns.

All delivery costs, including depreciation on delivery equipment.

Postage and stationery, telephone, telegraph.

Gifts from stock in lieu of tips or payments for services.

Taxes, insurance, license fees, registration charges, income taxes.

Water, lights, fuel.

Advertising, direct or indirect.

Repairs and replacements.

NEWS OF THE RETAILERS.

James E. Warren has purchased the retail meat business of F. E. Fisher, Richland, Mich.

E. M. Marcoux has taken over the meat department of the Green Grocery, 6101 Colby St., Oakland, Calif.

Charles W. Smith has sold the White House Grocery and Market, St. John, Kan., to H. S. Fritzemier.

N. Goin, Blackwell, Okla., has purchased the interest of his partner, E. A. Harmon, in their retail meat business.

A. L. Roelle has sold a third interest in the Central Meat Market and the City Meat Market, Wenatchee, Mich.,

Does Your Shop Smell?

Does it drive trade away, or does it bring you business?

Read what a practical retailer has to say on a little-mentioned subject. It will appear on this page in an early issue.

to H. J. Van Wegen and a third interest to Louis L. Bommer.

Lloyd Thornburgh has purchased the meat business of the Easton Bakery, Easton, Kan.

G. A. Tembreull has purchased the retail meat business at 1229 East Pine St., Seattle, Wash., from the Hotsy Market.

John Bruinooge has sold his meat market at 1718 Coit Ave., Grand Rapids, Mich., to Jim Wickham.

J. E. Jackson has engaged in the retail meat business in Cannon Beach, Ore.

W. J. Small, Kansas City, Mo., has purchased the meat market of C. W. Fisher & Sons, Wellsville, Kan.

Fred Johnson has engaged in the meat business at 2106 Main St., Parsons, Kan.

The Meyers Meat Market, Ontonagon, Mich., has been moved from the Kneebone Building to the Koppart Building.

The Modern Grocery & Meat Market has opened for business at 2225 Ventura Ave., Fresno, Calif.

A meat market will be added to the store of the Atlantic & Pacific Tea Co., 517 Main St., Ossawatomie, Kan.

The Banner Meat Company, Davenport, Wash., has purchased the business of the Davenport Meat Market.

J. W. LaFontaine has sold his retail meat business at 416 Capital Way, Olympia, Wash., to Frye & Co.

F. A. Lance and Harry Smith have filed a certificate of retirement from the Pacific Hiway Market, Portland, Ore.

Geo. Elder has sold a half interest in the Fourth Street Market, Olympia, Wash., to John E. Stoll.

Leonard and Frank have purchased Sohl's Market, 701 San Jose Ave., San Francisco, Calif.

W. H. and Curtis Cox have sold their meat and grocery business in Vista, Calif., to Abe Shelcoup.

Tell This to
Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

HOT MEAT SALAD.

Salad is always popular in warm weather and housewives are always looking for a receipt that is "different." Here is one that they will appreciate if it is called to their attention:

Two cups of cubed cooked meat, preferably chicken, pork or veal; $\frac{1}{2}$ tablespoon of lemon juice or mild vinegar; two cups of cooked salad dressing or rich cream sauce; 1 pimento, cut in strips; 1 cup of peas or string beans, cooked; 1 teaspoon of grated onion; salt and pepper to taste.

Combine the seasonings and lemon juice, add to the meat and marinate for an hour or more. Add the vegetables and the hot salad dressing or cream sauce well seasoned. Add the meat mixture and let stand until all is well heated. Serve with a garnish of parsley and strips of pimento.

New York Section

AMONG RETAIL MEAT DEALERS.

"On to Philadelphia" means all aboard for a big time at the national convention of the Retail Meat Dealers, August 6 to 9. Therefore plans are being made in various parts of the country for special cars to accommodate the delegates and guests attending.

The New York State Association is making arrangements with the Baltimore and Ohio Railroad for a special car to take care of the New York delegation. This contingent will leave the Baltimore and Ohio bus station, 100 East 42nd street (opposite the Grand Central station) on Monday morning, August 6th, at 7:35 Eastern standard time.

As all tickets are being bought on the certificate plan, which causes some delay, the committee in charge would appreciate members sending in their reservations with checks at as early a

date as possible. The fare one way is \$3.24, and if 250 from all sections of the country attend half fare will apply on the return trip. While this will not be much of an item as far as New Yorkers are concerned, they should think of the brother who is coming from a long distance and help him by ordering tickets through the association.

As the information disseminated at the annual convention is of more than passing assistance, not only to the delegates but to the membership at large, the attendance has been increasing from year to year and from present indications this year will be no exception. An interesting program is being arranged, which includes an open meeting on Tuesday evening and a banquet on Wednesday.

A sort of combined mass meeting and clam bake was held by the Westchester

Branch of the New York State Association of Retail Meat Dealers on Monday evening of this week at Peekskill, New York. Retailers from this and surrounding cities, with a good representation from the various branches, were present. State President Charles Schuck, Chris Roselle of the Jamaica Branch, and J. Bieber of the Westchester Branch made short addresses. Nine new members were enrolled. Clams and other refreshments were served. The Westchester Branch plans on holding a similar meeting in another city in the near future.

Despite the torrid weather on Monday of this week a number of the members of the Ladies' Auxiliary started on their annual summer outing, which this year took the form of a boat ride to Indian Point, one of the newer vacation parks. Bathing was the most popular sport, and brought comfort from the sweltering heat. The hostess, Mrs. Schmeltzer, who is a grandma, brought toys for the kiddies.

Mr. and Mrs. Charles Hembdt, with their three daughters, will start on their annual vacation trip on July 15th. It will be an auto trip and the first stop will be Maine, then to Quebec, from there by boat to Rochester, where they anticipate visiting State Secretary Charles Glatz and family, and then to Hortonville, N. Y., to visit Mr. Hembdt's mother. The trip will probably take two weeks.

Mr. and Mrs. Henry Fischer of Brooklyn are receiving the congratulations of their many friends in the trade upon the arrival of a daughter on July 1st. The Ladies' Auxiliary, of which Mrs. Fischer is a member, sent their congratulations in flowers.

Arthur Burck, son of Mr. and Mrs. Frank P. Burck of Brooklyn, is probably the first of the retailers to go in for golf. During the Fourth of July holidays he and some friends motored to the Westport Golf Club, where they devoted much time to the sport.

HENRY HIMSTEDT PASSES.

Henry Himstedt, for more than twenty years a member of the South Brooklyn Branch of the New York State Association of Retail Meat Dealers, passed away on Wednesday morning of this week after a lingering illness.

Mr. Himstedt was born in Hanover, Germany, nearly 62 years ago. He was well known throughout the trade, having been charter member of both the state association and South Brooklyn Branch, and having held the presidency of the latter for almost nine years. He was vice-president of the state association and during the world war was a member of the Food Administration. Mr. Himstedt was one of the most progressive retailers in Greater New York and prided himself on being one of the first to install new devices. His market is modern in every way, being equipped with the latest machinery.

He is survived by his wife, two daughters and three sons. The body remained in the home until Thursday morning, when it was removed to Hertz's funeral chapel, 6741 Fifth Avenue, Brooklyn, where Masonic services were held on Friday evening. Services

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on July 12, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS: (700 lbs. up):				
Choice	\$23.00@24.00	\$23.50@24.00	\$23.00@24.50	\$24.50@25.00
Good	22.00@23.00	22.50@23.50	22.50@23.50	23.50@24.50
STEERS: (550-700 lbs.):				
Choice	23.50@24.50	.....	23.00@24.50	24.50@25.00
Good	22.50@23.50	.....	22.50@23.50	23.50@24.50
STEERS: (500 lbs. up):				
Medium	19.50@22.50	21.50@22.50	20.00@22.00	18.00@22.00
Common	17.50@19.50	.....	17.50@20.00	17.00@18.00
STEERS: (1)				
YEALING: (300-550 lbs.)				
Choice	24.00@25.00	.....	24.00@25.50	.....
Good	23.00@24.00	.....	23.00@24.50	.....
Medium	20.00@23.00	.....	.....	.....
COWS:				
Good	18.50@19.50	20.00@21.00	19.00@20.50	.....
Medium	17.00@18.50	19.00@20.00	17.00@18.50	17.00@19.00
Common	15.50@17.00	18.00@19.00	15.50@16.50	15.00@17.00
Fresh Veal and Calf Cargasses.				
VEALERS: (2)				
Choice	25.00@26.00	23.00@25.00	24.00@27.00	25.00@26.00
Good	23.00@25.00	20.00@23.00	22.00@24.00	22.00@24.00
Medium	21.00@23.00	18.00@20.00	20.00@22.00	19.00@21.00
Common	19.00@21.00	16.00@18.00	19.00@21.00	.....
CALF: (2) (3)				
Choice	20.00@22.00	.....	20.00@23.00	20.00@22.00
Good	18.00@20.00	16.00@18.00	19.00@21.00	17.00@19.00
Medium	16.00@18.00	14.00@16.00	17.00@19.00	.....
Fresh Lamb and Mutton:				
LAMB: (38 lbs. down)				
Choice	30.00@31.00	28.00@31.00	29.00@31.00	32.00@33.00
Good	28.00@30.00	26.00@30.00	27.00@30.00	31.00@32.00
Medium	24.00@27.00	24.00@28.00	25.00@28.00	27.00@30.00
Common	21.00@24.00	20.00@24.00	22.00@25.00	23.00@26.00
LAMB: (39-45 lbs.)				
Choice	30.00@31.00	30.00@31.00	28.00@30.00	31.00@33.00
Good	28.00@30.00	28.00@30.00	27.00@29.00	30.00@32.00
Medium	.....	.....	25.00@28.00	.....
Common	.....	.....	22.00@25.00	.....
LAMB: (46-55 lbs.)				
Choice	30.00@31.00	30.00@31.00	28.00@30.00	31.00@33.00
Good	28.00@30.00	28.00@30.00	27.00@29.00	30.00@32.00
MUTTON: (Ewe) 70 lbs. down				
Good	15.00@17.00	16.00@18.00	13.00@16.00	15.00@16.00
Medium	13.00@15.00	14.00@16.00	12.00@15.00	13.00@14.00
Common	10.00@13.00	11.00@14.00	10.00@13.00	.....
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	23.00@25.00	25.00@26.00	24.50@27.00	24.00@26.00
10-12 lbs. av.	22.00@24.00	25.00@26.00	24.00@25.00	23.00@25.00
12-15 lbs. av.	20.00@22.00	23.00@25.00	22.00@24.00	22.00@24.00
16-22 lbs. av.	16.00@18.00	20.00@22.00	19.00@22.00	18.00@21.00
SHOULDERS: N. Y. Style, Skinned:				
8-12 lbs. av.	15.00@16.00	.....	16.00@19.00	16.00@17.00
PICNICS:				
6-8 lbs. av.	.....	16.50@17.50	.....	.....
BUTTS: Boston Style.	19.00@21.00	.....	18.00@22.00	20.00@22.00
SPARE RIBS: Half Sheets.	10.00@11.00	.....	.....	.....
TRIMMINGS:				
Regular	10.50@11.00	.....	.....	.....
Lean	18.00@19.00	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

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were also held on Saturday morning at St. Jacobi's Lutheran church, 4th Avenue and 54th Street. Mr. Himstedt was also a member of the Steuben Society, the Knights Templars and the Shriners.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended July 5, 1928:

	June 29	July 2	3	4	5
Chicago	43	43	43	43	Holiday 43
New York	44 1/4	44	44	44	Holiday 44
Boston	44 1/4	44 1/4	44 1/4	44 1/4	Holiday 44 1/4
Phila.	45	45	45	45	Holiday 45

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	42 1/2	42 1/2	42 1/2	42 1/2	Holiday 42 1/2
Receipts of butter by cities (tubs).					
This week.	Last week.	Last year.	Since Jan. 1, 1927.		
Chicago	54,214	53,734	48,841	1,687,897	1,796,633
N. Y.	67,763	70,614	78,096	1,803,419	1,953,827
Boston	33,164	33,602	26,067	666,775	682,717
Phila.	19,199	20,169	26,276	604,106	613,680

174,340 178,119 170,280 4,783,197 5,046,866

Cold storage movement (lbs.):

	In	Out	On hand	week-day	Same
	July 5.	July 5.	July 6.	last year.	
Chicago	476,703	5,769	14,821,711	20,791,032	
New York	425,727	77,644	7,387,581	13,154,253	
Boston	354,205	13,074	5,469,470	8,526,566	
Phila.	118,986	15,779	3,877,540	4,683,767	
	1,375,621	112,206	31,356,302	47,105,618	

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended July 7, 1928, with comparisons, are officially reported as follows:

	Week ended	Prev. week.	Cor. week.
Western dressed meats:	July 7.		1927.
Steers, carcasses	2,195	2,411	3,287
Cows, carcasses	1,117	1,168	1,927
Bulls, carcasses	42	32	37
Veal, carcasses	1,007	1,200	1,012
Lamb, carcasses	11,955	10,780	11,674
Mutton, carcasses	669	1,084	180
Pork, lbs.	415,901	337,319	337,792

Local slaughters:

Cattle	1,162	1,183	1,222
Calves	1,629	1,140	1,810
Hogs	10,532	14,006	17,310
Sheep	4,354	3,254	5,153

NEW YORK NEWS NOTES.

C. J. Russell, Wilson-Martin Co., Philadelphia, is in New York this week.

C. D. Middlebrook, Wilson & Company, Chicago, is spending a few days in New York and Philadelphia.

George Marples, head of the export department, Cudahy Packing Company, Chicago, was in New York this week.

I. N. Davis, chief of the engineering department, Armour and Company, Chicago, was a visitor to the city this week.

Miss Elizabeth Smith, beef department, central office of Swift & Company, is spending a three weeks' vacation at Atlantic City.

G. A. Handley, district manager of the Cudahy Packing Company, is taking a three weeks' vacation, part of which will be spent at Stamford in the Catskills.

Rudolf Vohl, night superintendent of the New York Butchers' and Joseph Stern plants, is on a two weeks' vacation, which he is spending at Lake Hopatcong.

H. B. Salls, head of the provision department, Cudahy Packing Company, has just returned from a week's vacation, which he spent at his favorite sport of golfing.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended June 30, 1928: Meat—Brooklyn, 40 lbs.; Manhattan, 191 lbs.; Bronx, 10 lbs.; Queens, 5 lbs.; total, 246 lbs. Fish—Brooklyn 150 lbs.; Queens, 10 lbs.; total, 160 lbs. Poultry and Game—Brooklyn, 19 lbs.; Manhattan, 95 lbs.; total, 114 lbs.

Week ended July 7, 1928: Meat—Brooklyn, 170 lbs.; Manhattan, 268 lbs.; Bronx, 8 lbs.; total, 446 lbs. Fish—Brooklyn, 271 lbs.; Manhattan, 15,000 lbs.; total, 15,271 lbs. Poultry and Game—Brooklyn, 9 lbs.; Manhattan, 97 lbs.; total, 106 lbs.

The Adolf Gobel Welfare Association and the George Kern Employees' Benefit Association will hold their annual summer outing at Duers', Whitestone Landing, L. I., on July 22nd. Practically all arrangements have been made for the big event, which will include fifteen busses, some leaving from George Kern's at 11th avenue and West 40th street, New York, while the remainder will leave from Adolf Gobel's at Morgan and Wilson avenues, Brooklyn. There will be a dinner, games of all kinds, including a baseball match between the two firms, and dancing will be continuous. Prizes will be awarded for the contests. Frank Firor, president of both George Kern, Inc., and Adolf Gobel, Inc., will forget all about business and be one of the boys for the day. Norman Plaatje, president of the George Kern Employees' Benefit Association, is in charge of the arrangements.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended July 7, 1928, with comparisons, as follows:

	Week ended	Prev. week.	Cor. week.
Western dressed meats:	July 7.		1927.
Steers, carcasses	4,038	6,628	7,290
Cows, carcasses	393	382	581 1/4
Bulls, carcasses	96	73	103
Veals, carcasses	6,484	7,690	8,185
Lambs, carcasses	18,263	19,683	18,072
Mutton, carcasses	2,760	5,306	1,350
Beef cuts, lbs.	95,149	559,889	282,537
Pork cuts, lbs.	921,681	1,329,124	1,143,650
Local slaughters:			
Cattle	9,611	11,000	8,900
Calves	14,288	14,894	12,978
Hogs	33,386	48,370	41,547
Sheep	50,829	58,499	48,687

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$13.50@14.00
Cows, medium	8.00@ 9.50
Bulls, light to medium	7.75@ 9.50

LIVE CALVES.

Calves, veals, good and ch.	\$15.00@17.50
Calves, com. to med.	9.50@13.00

LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice	@\$16.25
Lambs, spring, med.	15.00@15.50

LIVE HOGS.

Hogs, 160-210 lbs.	\$11.60@11.80
Hogs, medium	11.75@12.00
Hogs, 120 lbs.	10.75@11.50
Roughs	7 1/2@ 8

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	
average	26 @27
Pork tenderloins, fresh	50 @55
Pork tenderloins, frozen	45 @50
Shoulders, city, 10@12 lbs. avg.	17 @18
Shoulders, Western, 10@12 lbs. avg.	16 @17
Butts, boneless, Western	22 @23
Butts, regular, Western	20 @21
Hams, Western, fresh, 10@12 lbs. avg.	23 @24
Hams, city, fresh, 6@10 lbs. avg.	23 @24
Picnic hams, Western, fresh, 6@8 lbs.	
average	16 @17
Pork trimmings, extra lean	22 @23
Pork trimmings, regular, 50% lean	13 1/2@14 1/2
Spareribs, fresh	12 @13

LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice	@\$16.25
Lambs, spring, med.	15.00@15.50

LIVE HOGS.

Hogs, 160-210 lbs.	\$11.60@11.80
Hogs, medium	11.75@12.00
Hogs, 120 lbs.	10.75@11.50
Roughs	7 1/2@ 8

DRESSED HOGS.

Hogs, heavy	14%
Hogs, 180 lbs.	14
Pigs, 80 lbs.	13 1/2@14
Pigs, 80-140 lbs.	14 1/2@15 1/4

DRESSED BEEF.

Choice, native heavy	25 @26
Choice, native light	25 @26
Native, common to fair	23 @24

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	25 @26
Native choice, yearlings, 400@600 lbs.	23 1/2@24 1/2
Good to choice heifers	22 1/2@23 1/2
Good to choice cows	20 @21
Common to fair cows	15 @17
Fresh bologna bulls	14 1/2@15

BEEF CUTS.

Western.	City.
No. 1 ribs	@30
No. 2 ribs	26
No. 3 ribs	18
No. 1 loins	34
No. 2 loins	32
No. 3 loins	19
No. 1 hinds and ribs	25
No. 2 hinds and ribs	22 @24
No. 3 hinds and ribs	20 @21
No. 1 rounds	25
No. 2 rounds	24
No. 3 rounds	19
No. 1 chuck	20
No. 2 chuck	18
No. 3 chuck	14
Bolognas	6
Rolls, reg. 6@8 lbs. avg.	22 @23
Rolls, reg. 4@6 lbs. avg.	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90
Shoulder chops	10 @11

DRESSED CALVES.

Prime	28 @30
Choice	23 @26
Good	20 @23
Medium	19 @19

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	30 @32
Lambs, good	26 @28
Sheep, good	15 @18
Sheep, medium	12 @15
Sheep, common	10 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	23 @23 1/2
Hams, 10@12 lbs. avg.	22 1/2@23
Hams, 12@14 lbs. avg.	22 1/2@23
Picnics, 4@6 lbs. avg.	17 1/2@18
Picnics, 6@8 lbs. avg.	17 @17 1/2
Roullettes, 6@8 lbs. avg.	16 1/2@17 1/2
Beef tongue, light	32 @34
Beef tongue, heavy	34 @36
Bacon, boneless, Western	22 @23
Bacon, boneless, city	18 @19
Pickled bellies, 8@10 lbs. avg.	15 @16

FANCY MEATS.

Fresh steer tongues, untrimmed	28c a pound
Fresh steer tongues, l. c. trm'd.	38c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	8c each
Livers, beef	34c a pound
Oxtails	12c a pound
Beef hanging tenders	24c a pound
Lamb fries	10c a pair

THE NATIONAL PROVISIONER

LIVE POULTRY.

Fowls, colored, per lb., via express	@27
Broilers, fancy	@45
Geese, swan	@10
Pigeons, per pair, via freight or express	30 @35

BUTTER.

Creamery, extras (92 score)	44% @45
Creamery, first (88 to 91 score)	42 1/2@44 1/2
Creamery, seconds	41 @42
Creamery, lower grades	40 @40 1/2

EGGS.

(Regular packed.)	
Extras	32 @32 1/2
Extra firsts	31 @31 1/2
Firsts	30 1/2@30 1/2
Checks	28 @28 1/2

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.35
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.35
Blood, dried, 15-16% per unit	@ 4.75
Fish scrap, dried, 11% ammonia 10% B. P. L. f.o.b. fish factory	5.50 & 10c
Fish guano, foreign, 13@14% ammonia 10% B. P. L.	4.00 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	4.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot.	@ 2.15
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.65 & 10c
Tankage, unground, 9@10% ammonia 4.45 & 10c	

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@ 32.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@ 30.00
Acid phosphate, bulk, f.o.b. Baltimore, more, per ton, 16% flat	@ 10.10
Potash.	
Manure salt, 20% bulk, per ton	@ 12.45
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@ 36.40
Sulphate in bags, basis 90%, per ton	@ 45.75
Beef.	
Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.20
Meat Scraps, Ground.	
50%	@ 60.00
55%	@ 65.00

Emil Kohn, Inc.
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Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.,

NEW YORK, N. Y.

Caledonia 0113-0114

Lincoln Farms Products Corporation

Collectors and Renderers of

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Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

923

@27
@43
@10
@35

@45
@44½
@42
@40½

@32½
@31½
@30½
@28½

2.35

0 2.36

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10e

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